

# DISTRIBUTION & WAREHOUSING

FORMERLY  
**TRANSFER & STORAGE**

Vol. XX, No. 10

New York, N.Y.

October 1934

*International*  
MOTOR  
TRUCKS

Eleven Sizes, in 1500-lb.,  
2-, 3-, 4-, 6-, and 10,000-lb. capacities.

HERE are good and abundant reasons to explain the frequency with which International Motor Trucks are found in service among distributors and warehousemen. Uniformly, the Internationals in the business are building popularity and providing the incentive for re-orders. The owners of the good-looking outfit below, as an example, will testify to the economy and thorough dependability of International haulage.

In the motor transportation world, International trucks are among the few leaders in distribution, price, service rendered, long life and popularity. Recent price reductions range from \$100 up to \$900 per truck. The eleven sizes range from the 1500-lb. Speed Truck to the heavy-duty 10,000-lb. truck, and special equipment in bodies is available for storage and warehouse requirements.

Write the Chicago office for further information.

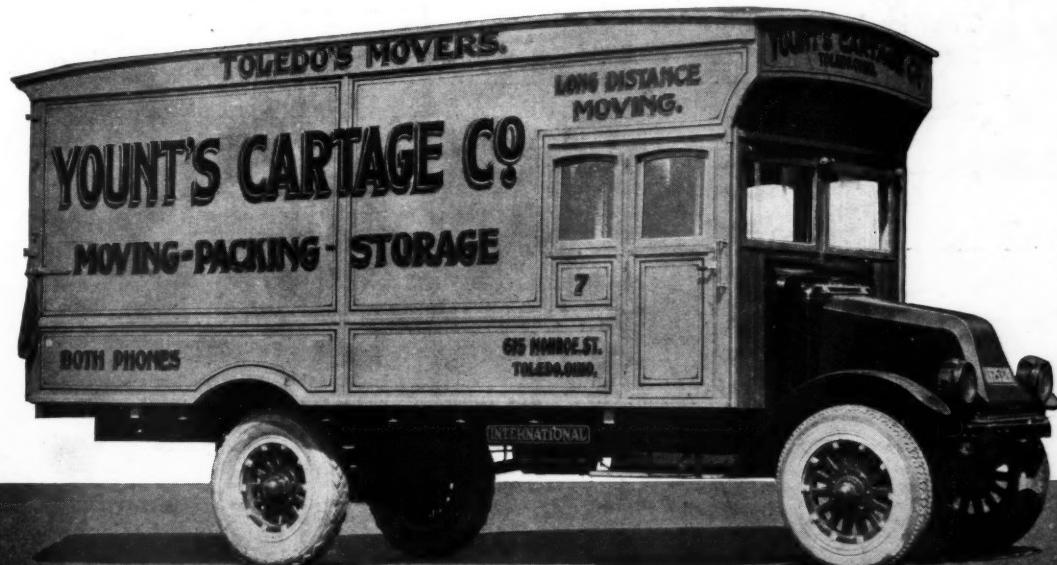
**INTERNATIONAL HARVESTER COMPANY  
of America**

(Incorporated)

CHICAGO

U S A

Branch Houses in 92 Principal Cities. Dealers Everywhere





## **Heavy Duty Autocar—the modern truck built to meet modern traffic conditions**

*Light in weight; load evenly distributed; short wheelbase*

Extraordinary savings in gasoline and oil are reported by every user of the Heavy Duty Autocar. This phenomenal operating economy is due in part to the fact that the motor has been developed since the war to meet modern conditions. Another big factor is the distinctive Autocar chassis construction which has always made Autocars economical.

The chassis weight is light compared to the big load capacity.

The load is evenly distributed between front and rear axles.

The short wheelbase eliminates unnecessary maneuvering in cramped places.

Three point suspension of transmission system eliminates road shock interference with power train.

The patented Autocar double reduction rear axle delivers a maximum percentage of motor power to the rear wheels.

**The Autocar Company, Ardmore, Pa., Established 1897**  
**The Autocar Sales and Service Company**

New York  
Brooklyn  
Newark  
Schenectady  
Syracuse  
Buffalo

Boston  
Providence  
Worcester  
New Haven  
Springfield

Philadelphia  
Camden  
Allentown  
Wilmington  
Atlantic City

Pittsburgh  
Baltimore  
Washington  
Richmond  
Atlanta

Chicago  
St. Louis  
Dallas  
Los Angeles  
San Diego

San Francisco  
Sacramento  
Oakland  
Stockton  
Fresno  
San Jose

*Represented by Factory Branches in these "Autocar cities." Dealers in other places*

**Heavy Duty Autocar  
120-inch wheelbase  
Chassis, \$4350**  
F. O. B. Ardmore, Pa.

**Autocar**  
Wherever there's a road

**Heavy Duty Autocar  
156-inch wheelbase  
Chassis, \$4500**  
F. O. B. Ardmore, Pa.



# TRANS-CONTINENTAL FREIGHT COMPANY

## Consolidation and Co-operation

means much to freight shippers—much less expense, delay and trouble, and right here it is that it means much to warehousemen as it affords a means of pointing out to customers how they can make their dollars go furthest and their goods go safest.

If you don't know Trans-Continental Freight Company service, you don't know what a difference it makes. If you do know it, you know why it is known as "*the service which is different.*"

Household Goods, Machinery and Automobiles consolidated for prompt shipment and unusual facilities for Merchandise Distribution and elimination of industrial waste.

## TRANS-CONTINENTAL FREIGHT COMPANY

Export and Domestic Freight  
Forwarders

General Offices: Chicago, 203 Dearborn Street  
Eastern Offices: New York, Woolworth Building

Boston—Old South Building  
Buffalo—Elliott Square  
Philadelphia—Drexel Building  
Cincinnati—Union Trust Building  
Cleveland—Hippodrome Building  
Los Angeles—Van Nuy Building

San Francisco—Monadnock Building  
Seattle—Alaska Building  
Portland, Oregon—13th and Kearney Streets

*\*Phone the nearest office.*





## Our Warehouses Bridge the Gap Between Shippers and Consumers

LOOK AT THE MAP. Each circled city is a strategic traffic point. See also how they are linked.

Forward-looking shippers recognize these cities with their adjacent dependent territories as being logical centers into which to pour their products for storage, and from which to draw and distribute EXPEDITIOUSLY AND ECONOMICALLY.

A great population depends upon the spot stocks carried in these great centers.

Always such stocks are readily accessible, not only for your local trade, but also the nearby consumer.

In each circled city is a dependable warehouse facility of the Pennsylvania System, offering the use of its modern establishment with its up-to-date methods, low non-discriminatory rates and UNSURPASSED SERVICE.

### NEGOTIABLE WAREHOUSE RECEIPTS ISSUED INSURANCE AT LOW RATES

*Ship Pennsylvania and designate our warehouses as your terminals*

Duquesne Warehouse Company,  
Pittsburgh, Pa.

Keystone Warehouse,  
Harrisburg, Pa.

Pennsylvania Terminal Warehouse Co.,  
St. Louis, Mo.

Western Warehousing Company,  
Chicago, Ill.

Fort Erie Warehouses & Docks,  
Erie, Pa.

Pan Handle Storage Warehouse  
Cincinnati, O.

Robt. L. Spencer  
Warehouse Superintendent  
Pennsylvania System, Pittsburgh, Pa.

# DISTRIBUTION & WAREHOUSING

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**CHICAGO**  
446 Marquette Building  
**NEW YORK**  
44 Beaver Street  
**PITTSBURGH**  
437 Oliver Building  
**BOSTON**  
640 Old South Building

**PHILADELPHIA**  
529 Drexel Building  
**ST. LOUIS**  
1537 Boatmen's Bank Bldg.  
**LOS ANGELES**  
517 Central Building  
**SAN FRANCISCO**  
64 Pine Street



We have been harping a good deal lately upon our "Ship and Be Satisfied" or "Sell and Be Sorry" slogans in connection with the shipping of Household goods, so that repetition may seem rather stale.

But we cannot withstand the temptation to quote from a letter just received from another "Satisfied Patron" now located in California, which proves the truth of our contention that it pays to ship goods rather than to sell them.

In part it reads as follows:

"My goods arrived here in very good condition and I am grateful to your Company for the promptness in shipping.

"So many people advised me against shipping my goods, but I had great confidence in the Judson people and am glad for every piece I brought with me. I find that the cost of crating, draying, shipping, etc., also sending my piano, did not cost me as much as the piano alone was worth."

## WAREHOUSEMEN!

This is a good argument for you to use in securing business for yourselves and for us.

Write nearest of any of above named offices for information, which will be cheerfully and promptly furnished.

**JUDSON**  
**Freight Forwarding Co.**

**SERVICE SOLVES THE MOVING PROBLEM.**

**SERVICE**

**MOTOR LINE.**

**MASS & MALLANT**

**READING, PA.**

**N° 4**

**G.W.T.**

**20000**

**KELLY SPRINGER CATERPILLAR**

## Six reasons for the superiority of Kelly Caterpillars

For the benefit of those truck-users who are not yet familiar with the advantages of the Kelly Caterpillar we present the following facts:

The Caterpillar is a big-mileage cushion type tire which protects the truck to the same extent as a large pneumatic without being subject to punctures or blowouts, and which because of its unique construction gives unequalled traction.

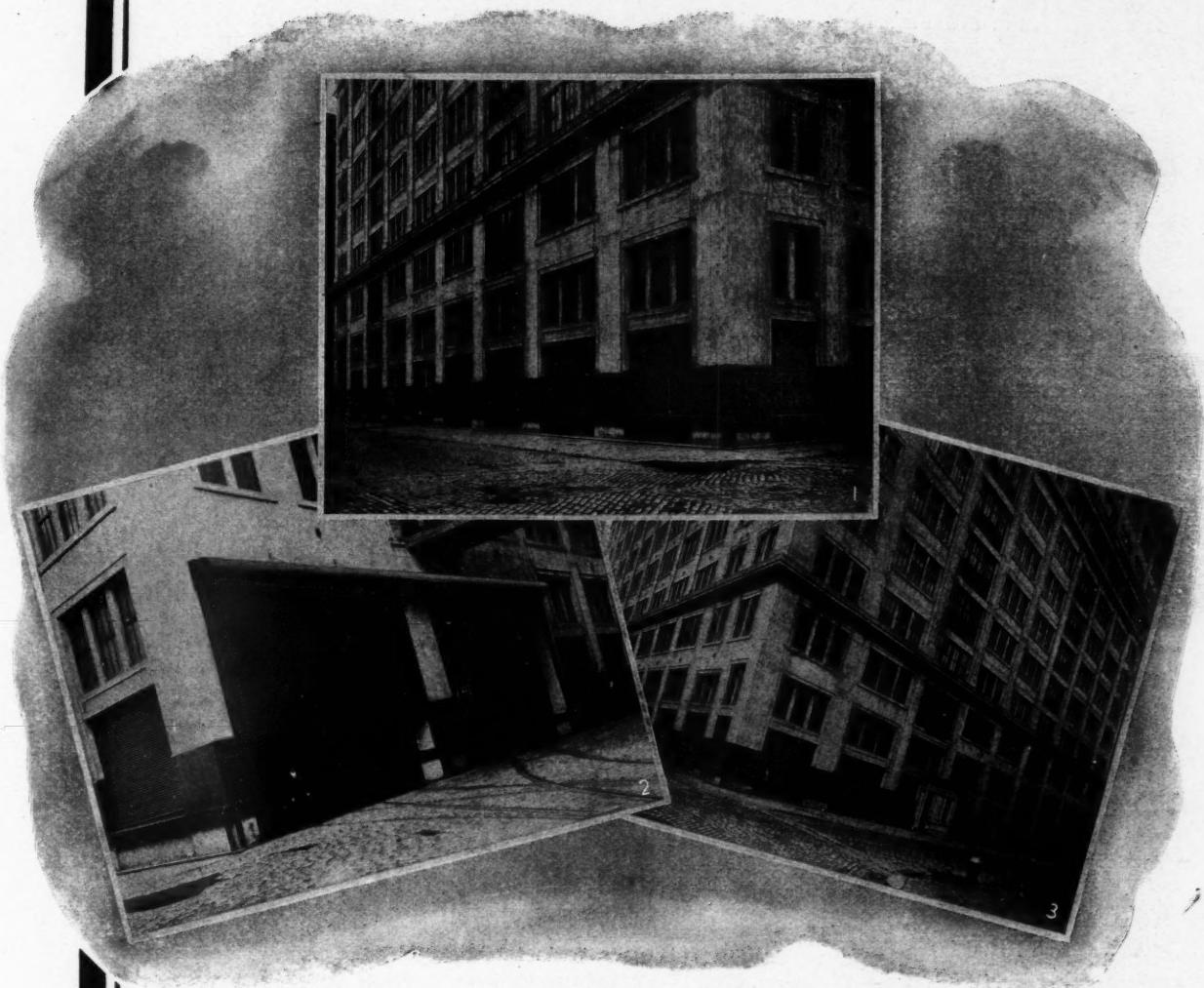
The notches or side vents serve three purposes. They break up the traction wave, keeping the tire cool and adding to its life. By providing spaces into which the rubber can flow quickly while under compression, they make the tire resilient. Lastly, they enable the tire to grip the road, preventing slippage and making the use of chains unnecessary.

The Caterpillar has every good quality of both the pneumatic and solid types of tires. Its first cost is considerably lower than that of the pneumatic, and its average mileage is far greater than that of either pneumatic or solid.

*It is made in sizes suitable for trucks of every type and weight.*

**Kelly-Springfield Tire Co.**

GENERAL SALES DEPARTMENT  
1710 Broadway, New York



## Kinnear Doors Are Recognized Everywhere as Best!

THEY afford the best protection against fire because of the strong, flexible interlocking steel slats which project beyond opening into deep grooves; because destructive washers take care of expansion of guide when exposed to heat, preventing twisting and binding of door.

We manufacture a complete line of doors and shutters bearing Label of National Board of Fire Underwriters for fire walls, vertical shafts, corridor and room partition walls and exterior walls.

Kinnear Doors are best also because they are made of the very highest grades of materials fabricated by skilled specialists under supervision of experienced engineers; because they require little space, are easy to operate and last for years. In case of accident they can be repaired without dismantling.

We also make a complete line of service doors manually or electrically operated. Ask our Engineering Department about your door problems. Complete catalogue on request.

# KINNEAR

**ROLLING • DOORS**

MAKERS OF KINNEAR DOORS FOR TWENTY-FIVE YEARS

The  
Kinnear Manufacturing  
Company

981-991 Field Avenue Columbus, Ohio



## Pick it up and carry it the Yale Way

THIS Yale E-P 60 Electric Industrial Truck, elevating platform type, in use on one of the large New York City steamship piers, is handling live skids loaded with sacks of coffee; *and saving money every trip.*

One unskilled operator with a Yale E-P 60 Truck easily picks up any load up to 4000-lbs. and transports it at speeds up to 6 miles per hour to any desired point.

You can use the same efficient method in your establishment, whether steamship pier, freight terminal or manufacturing plant. It is the Yale Way—the modern,

economical system of handling materials with the least expenditure of costly man-power.

You will find Yale Electric Industrial Trucks exceptionally efficient and economical as a means of yard and interplant transportation.

Other Yale Way units include Yale Tractors and Trailers; Spur-Geared, Screw-Geared and Differential Chain Blocks; Electric Hoists and Trolley Systems.

Ask for complete information. Yale engineers will be glad to investigate your plant conditions and make recommendations.

**Yale Made is Yale Marked**

**The Yale & Towne Mfg. Co.**

*Makers of Yale Products: Locks, Hoists  
and Electric Industrial Trucks*

Stamford, Conn., U. S. A.



**Hoisting and Conveying Systems**

# DISTRIBUTION & WAREHOUSING

ENTERED AS SECOND CLASS MATTER, JANUARY 29, 1916, AT THE POST

FORMERLY  
TRANSFER & STORAGE

PUBLISHED MONTHLY

OFFICE AT NEW YORK, NEW YORK,  
UNDER THE ACT OF MARCH 3, 1879.

Volume XX

NEW YORK, OCTOBER, 1921

No. 10

## Announcing: The 1922 WAREHOUSE DIRECTORY

*Every Public Storage Company Should Be Listed Correctly  
in This Annual Volume, to Be Published in the Forthcoming  
December Issue of Distribution & Warehousing*

THE 1922 Warehouse Directory will be published as part of the forthcoming December issue of *Distribution & Warehousing*. As a year-round reference volume for shippers and storage executives it will be a larger and finer book in every way than the Directory which has been of service during the past ten months. The warehouse industry has witnessed expansion, and there will be names listed which were not in last year's volume. The facilities of a larger number of companies will be described, for the industry generally has come to recognize the value, from a business viewpoint, of being recorded correctly and completely in the texts of the individual listings. The physical appearance of the Directory itself will show improvement over last season's book.

The listings are being compiled from the returns of Information Sheets which *Distribution & Warehousing* began distributing among warehouse companies—merchandise, household goods and cold storage—throughout the United States and Canada about mid-September.

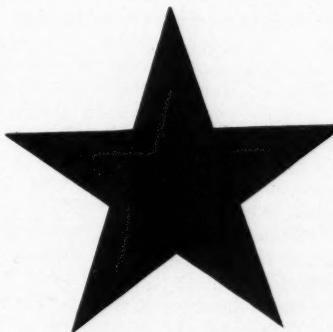
Effort is being made to see that every warehouse company in the two countries receives one of the Information Sheets. A blank copy is reproduced on page 9, together with a copy showing the proper way for the Information Sheet to be filled in. If any warehouse

company has not received one of the Information Blanks, the information requested in the reproductions on page 9 should be mailed without delay to *Distribution & Warehousing*, 239 West Thirty-ninth Street, New York City, in order to assure of that company's correct listing in the 1922 Directory.

Warehousemen are urgently asked not to defer the return of the Information Sheets they have received. The physical labor of getting the Directory ready for the printers is involved and tremendous, and every effort is being made to facilitate the work so that the December Directory issue can be placed in the mails on or before Nov. 26. The delay a year ago in getting the Directory out on time was due to the slowness by many warehouse companies in making returns.

The warehouseman who returns this year's Information Sheet in time will obtain, without cost, an up-to-date and detailed listing. The warehouseman who was listed in last year's Directory and who does not return this year's Information Sheet will be recorded as he was in last year's book.

THE importance of obtaining a revised listing—which can be accomplished only by returning this year's Information Sheet—may be understood when it is stated that this year's Information Sheet provides for the re-



Will your company's name be STARRED in the 1922 Warehouse Directory? It should be—and this story will tell you why!

cording of new and more valuable facts regarding his facilities and his service.

The warehouseman and the traffic manager who will consult the 1922 Warehouse Directory during the coming year will be enabled to know at a glance whether the information set forth in any given listing is based on this year's return or on an Information Sheet which was at least one year old. The distinction will be made clear by means of a boldface star placed after the name of every company which has returned the year's Information Sheet.

A warehouse company's listing, revised after receipt of this year's Information Sheet, will appear in the 1922 Warehouse Directory about as follows:

**Blank Fireproof Storage Warehouse Co.\*** 123 Main.  
John Doe, Pres.; Richard Roe, Sec. and Treas.; O. O. Smith, Mgr.; E. E. Jonesman, Op. Exec.

Est. 1880. Inc. Investment, \$800,000.

Whses.: No. 1—123 Main—(M)—200,000 sq. ft.—Fireproof—Sprinklered—C. & A. sidetrack. No. 2—21 South ave.—(HHG)—100,000 sq. ft.—Fireproof—Mich. Cent. sidetrack. No. 3—765 Ninth—(CS)—80,000 cu. ft.—Fireproof—N. Y. C. sidetrack.

Distributes poolcar shipments of Mdse. and HHG—City delivery of Mdse.—Transfers HHG—Cold stge facilities for furs, fabrics. *Flour*.

Bonded: U. S. Customs—Privately.

Assoc.: A. W. A. (Mdse. and HHG)—N. F. W. A.—R. A. I.—C. W. C.

Motor truck and team service

THE foregoing listing would be compiled from the information filled in on the second Information Sheet reproduced on page 9. Taking the items one by one, the warehouseman or shipper consulting the Directory would interpret as follows:

The *star* indicates that the information was prepared, revised and up-to-date, especially for the 1922 Directory.

The names of the president, secretary, treasurer, manager and operating executive are given. In many warehouse companies the president is only a figurehead, lending his name to the company for business purposes, and it was thought wise in this coming Directory to permit each company to have recorded in its listing the name of the active operating executive in such an instance. Filling in this particular space in the blank is of course optional.

In regard to the year of establishment and the investment, more will be said later on.

Coming now to the warehouses, an important change, as compared with last year's method of listing, is to be observed. Last year the Blank company's information would have appeared like this: "Whses: M (1) HHG (1), total, 300,000 sq. ft. CS (1), total 80,000 cu. ft." The change this year is due to the conviction that shippers and warehousemen are entitled to more concrete information.

Under the new method, the shipper desiring to distribute through the Blank company's merchandise warehouse is enabled to know its square foot capacity; he knows whether it is fireproof and sprinklered; if the building is on a side track, he knows which railroad. Similar information is made available for the out-of-town household goods warehousemen who may have a shipment of furniture to consign to the Blank company's household goods warehouse. And so with the cold storage branch.

In the foregoing ideal listing those features of "Facilities and Service" are printed where the Blank company's answers were "Yes." "Inter-Urban Merchandise Distribution" and "Stores Agricultural Implements" were not inserted because the answers were negative. Where any company specializes in one or more commodities, the commodity or commodities will be printed in italicized type (which will be explained in a foreword to the Directory.)

Under "Bonded Warehouses," as will be explained in the foreword to the Directory, the notation "U. S. Customs—Privately" in the Blank company's listing would

indicate to the reader that the company had space set aside which was United States Customs bonded, and that one or more of its warehouses were privately bonded. In a few States all recognized warehouse companies must be bonded to the State.

The listing as to associations is self-explanatory. It should be kept in mind that recognized associations do not accept into membership companies which are not considered financially and ethically sound.

THE man who consults the Directory in order to do business with a warehouse company may have business to offer which requires the use of motor trucks or teams. In connection with these inquiries on the Information Sheet it will be noted that much statistical information is asked which will not be published. As explained on the Information Sheet, the statistics sought will be used in promotion of the business and editorial pages of *Distribution & Warehousing*.

There are no definite figures to-day as to how many motor trucks are owned by the men engaged in warehousing. "A knowledge of the magnitude of the warehouse industry in this connection"—to quote from the Information Sheet—"would be invaluable both to the industry itself and to American business in general."

So it is with labor-saving equipment. The industry would be interested to know to what extent its members are using chutes, conveyors, industrial trailers and the many other mechanical devices designed to save time and money and labor.

The furnishing of this information on labor-saving equipment has a further value. Next summer *Distribution & Warehousing* will issue another *Warehouse Equipment Issue*. When the time comes to prepare material for that special number, the Information Sheets will furnish leads for editorial guidance, and it will be possible to present to the industry many specific instances of time saving and labor saving.

Consider now the inquiries under No. 3—the year the warehouse business was established, and the investment.

Based on the listings which were published in last year's Directory, *Distribution & Warehousing* prepared a chart showing, year by year, the number of new storage companies organized. The earliest year of establishment as recorded was 1823. Six warehouses were established in 1850. The peak year was 1900, when 103 new companies were organized. The curious feature of the chart is that every tenth year, beginning with 1880, there was a sharp rise in the line indicating the number of new warehouse companies established. In 1880 the number was 35, and the following year it dropped to 11; a gradual upward swing, with one interruption, carried the number up to 69 in 1890, and the following year it dropped to 19; another gradual upward swing, with momentary interruptions, carried the number up to 103 in 1900, and the following year it dropped to 27; another upward swing carried the number up to 73 in 1910, and the following year it dropped to 45. Another upward swing was in progress approaching the year 1920.

The chart was not published because, while it was interesting, it was not significant of anything in particular. It was not significant because it was based necessarily only on the Information Sheet returns in which the inquiry as to the year of establishment was answered; hundreds of warehouse executives did not reply to this question, or the complexity of the chart might have been entirely changed.

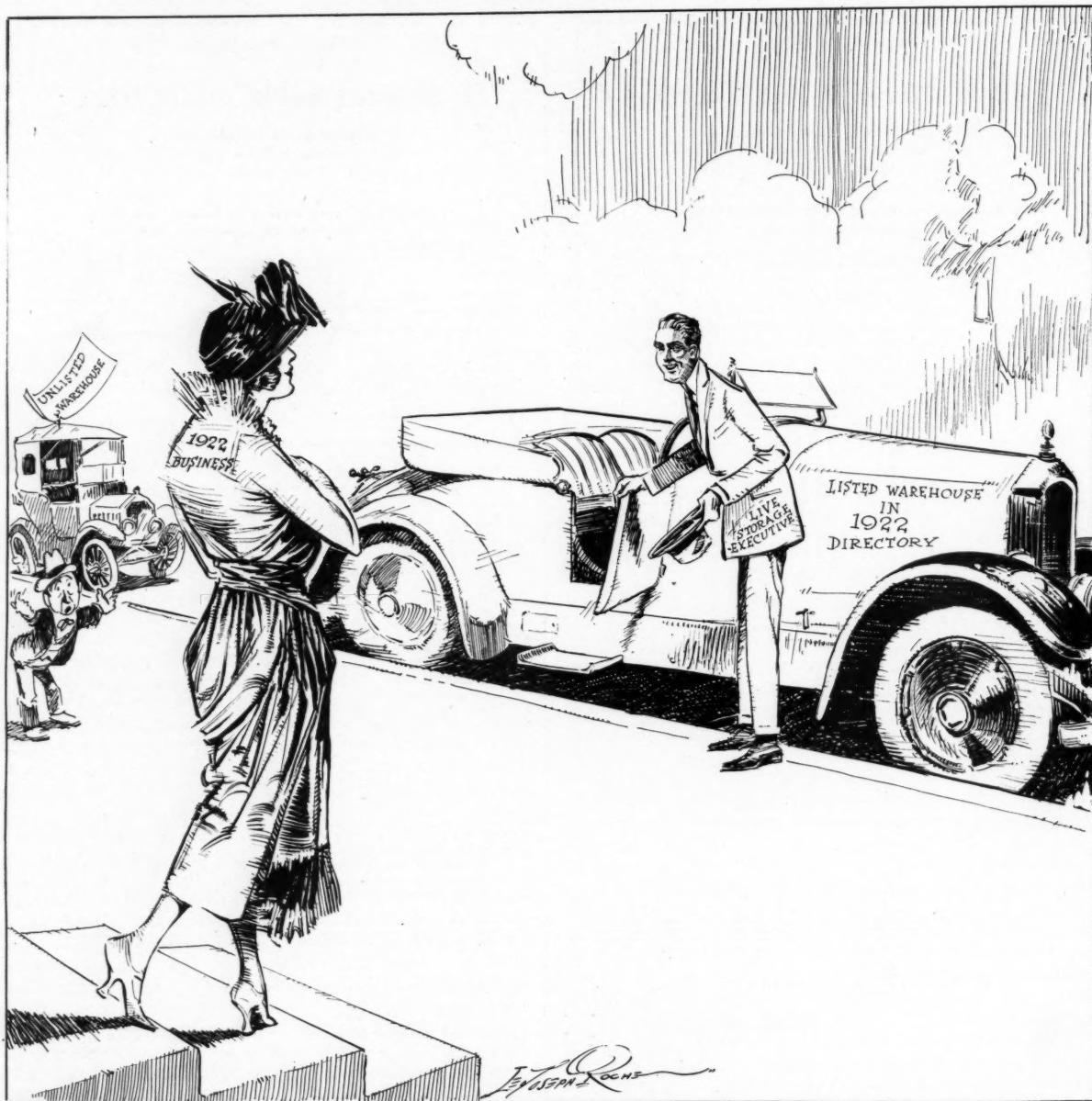
*It would be possible, with complete returns on this particular question, to chart the growth of American warehousing in a way which would be both interesting and valuable to the industry. Will every company co-operate,*

# Here Is the Information Sheet—Have YOU Made YOUR Return?

<p><b>INFORMATION SHEET</b></p> <p><b>1922 WAREHOUSE DIRECTORY</b></p> <p>DISTRIBUTION &amp; WAREHOUSING 239 West Thirty-ninth Street New York City</p> <p>(The Directory will appear as part of the December, 1921, issue of Distribution &amp; Warehousing)</p> <p><i>Directions: Fill in the blanks below, with typewriter or hand-printing, with the information requested and return this sheet to Distribution &amp; Warehousing at the address given above.</i></p> <p>1. Full Name of Company _____ Office Address _____ City _____ State _____</p> <p>2. Officers: President _____ Secretary _____ Treasurer _____ Manager _____ Operating Executive _____</p> <p>3. In What Year Was Your Business Established? _____ Are You Incorporated? _____</p> <p>4. What Is the Present Total Investment in Your Business? \$ _____</p> <p>5. Warehouses: In Spaces Below Fill in Specifications for Each of Your Warehouses Separately. Name or Number and Street Address of _____ For Mds., H. H. G. or Cold Storage? _____ Area: List Area of Each Warehouse Separately _____ Equipped With Sprinkler System? _____ Private Side Track on Which Railroad? _____ _____</p> <p>6. Facilities and Service: Do You Distribute Fwd Car Shipments of Merchandise? _____ Of Household Goods? _____ Are You Equipped for City Delivery of Merchandise? _____ For Inter-Urban Merchandise Distribution? _____ Are You Equipped for Transfer of Household Goods? _____ Do You Store Agricultural Implements? _____ If in Household Goods Business Have You Cold Storage for Furs and Fabrics? _____ Do You Specialize in Storage of Any Commodity? _____</p> <p>7. Bonded Warehouses: U. S. Customs Bonded? _____ U. S. Internal Revenue Bonded? _____ U. S. Warehouse Act Bonded? _____ Bonded to State? _____ Privately Bonded? _____</p> <p>8. Of What National, Sectional and State Warehouse Association(s) Are You a Member? (If of A. W. A., designate which subdivision.) _____</p> <p>The statistical information asked for in the following questions (8, 10 and 11) is not intended for publication in your listing in the Warehouse Directory. We desire these statistics for use, in aggregate terms representative of the entire industry, in promotion of the business and editorial pages of DISTRIBUTION &amp; WAREHOUSING. A knowledge of the magnitude of the warehouse industry in this connection would be invaluable both to the industry itself and to American business in general.</p> <p>9. Cartage Equipment (Motor Trucks and Trailers): Fill in Below, Makes and Capacities of Motor Trucks and Trailers Owned By You: Motor Trucks Make Capacity Motor Trucks Make Capacity Motor Trucks Make Capacity Motor Trucks Make Capacity Trailers Make Capacity _____</p> <p>If Not Owning Motor Trucks, Have You Arrangements With Transfer or Trucking Company for Use of Trucks? _____</p> <p>10. Cartage Equipment (Trans): Number of Horse-Drawn Vehicles Owned: _____</p> <p>11. Labor-Saving Equipment: Chutes How Many? What Makes? _____ Conveyors How Many? What Makes? _____ Tearing Machines How Many? What Makes? _____ Hand Trucks How Many? What Makes? _____ Lift Trucks How Many? What Makes? _____ Whip Hoists How Many? What Makes? _____ Scales How Many? What Makes? _____ Electric Industrial Trucks How Many? What Makes? _____ Gas Industrial Trucks How Many? What Makes? _____ Industrial Trailers How Many? What Makes? _____ Power Saws How Many? What Makes? _____ Piano Trucks How Many? What Makes? _____ Barred Trucks How Many? What Makes? _____ Carpet Cleaning Machines How Many? What Makes? _____ Stencil Machines How Many? What Makes? _____ Strapping Machines How Many? What Makes? _____</p> <p>If Not Owning Motor Trucks, Have You Arrangements With Transfer or Trucking Company for Use of Trucks? _____</p> <p>10. Cartage Equipment (Trans): Number of Horse-Drawn Vehicles Owned: 5</p> <p>11. Labor-Saving Equipment: Chutes How Many? 2 What Makes? Chatefast Conveyors How Many? 1 What Makes? Standby Tearing Machines No How Many? _____ Hand Trucks How Many? 10 What Makes? Bradford (5) 600 (5) Smith (3) Lift Trucks How Many? 1 What Makes? Liftit Whip Hoists No How Many? _____ Scales How Many? 1 What Makes? Weightman Electric Industrial Trucks No How Many? _____ Gas Industrial Trucks No How Many? _____ Industrial Trailers No How Many? _____ Power Saws How Many? 1 What Makes? Sunbeam Piano Trucks No How Many? 2 What Makes? Balmore (1) Relrab (1) Barred Trucks How Many? _____ Carpet Cleaning Machines No How Many? _____ Stencil Machines How Many? 1 What Makes? Mechanics Strapping Machines No How Many? _____ What Makes? _____</p>	<p><b>INFORMATION SHEET</b></p> <p><b>1922 WAREHOUSE DIRECTORY</b></p> <p>DISTRIBUTION &amp; WAREHOUSING 239 West Thirty-ninth Street New York City</p> <p>(The Directory will appear as part of the December, 1921, issue of Distribution &amp; Warehousing)</p> <p><i>Directions: Fill in the blanks below, with typewriter or hand-printing, with the information requested and return this sheet to Distribution &amp; Warehousing at the address given above.</i></p> <p>1. Full Name of Company: Blank Fireproof Storage Warehouses Co. Office Address: 123 Main Street City: Milwaukee State: Illinois</p> <p>2. Officers: President: John Doe Secretary: Richard Roe Treasurer: Richard Roe Manager: G. C. Smith Operating Executive: E. B. Jonesman</p> <p>3. In What Year Was Your Business Established? 1880 Are You Incorporated? Yes</p> <p>4. What Is the Present Total Investment in Your Business? \$ 800,000</p> <p>5. Warehouses: In Spaces Below Fill in Specifications for Each of Your Warehouses Separately. Name or Number and Street Address of _____ For Mds., H. H. G. or Cold Storage? _____ Area: List Area of Each Warehouse Separately _____ Fireproof, Semi- or Non-Fireproof? _____ Equipped With Sprinkler System? _____ Private Side Track on Which Railroad? _____ No. 1: 123 Main St. Misc 300,000 sqft. Fireproof Yes Chicago &amp; Alton No. 2: 21 South Ave. R.R. 100,000 sqft. Fireproof No Mich. Central No. 3: 765 9th St. CS 80,000 sqft. Fireproof No N.Y. Central _____</p> <p>6. Facilities and Service: Do You Distribute Fwd Car Shipments of Merchandise? Yes Of Household Goods? Yes Are You Equipped for City Delivery of Merchandise? Yes For Inter-Urban Merchandise Distribution? No Are You Equipped for Transfer of Household Goods? Yes Do You Store Agricultural Implements? No If in Household Goods Business Have You Cold Storage for Furs and Fabrics? Yes Do You Specialize in Storage of Any Commodity? Yes</p> <p>7. Bonded Warehouses: U. S. Customs Bonded? Yes U. S. Internal Revenue Bonded? No U. S. Warehouse Act Bonded? No Bonded to State? No Privately Bonded? Yes</p> <p>8. Of What National, Sectional and State Warehouse Association(s) Are You a Member? (If of A. W. A., designate which subdivision.) A.W.A. (Midwest &amp; N.W.) National Furniture Warehousemen's Association Refrigerating Association of Illinois Central Warehousemen's Club</p> <p>The statistical information asked for in the following questions (8, 10 and 11) is not intended for publication in your listing in the Warehouse Directory. We desire these statistics for use, in aggregate terms representative of the entire industry, in promotion of the business and editorial pages of DISTRIBUTION &amp; WAREHOUSING. A knowledge of the magnitude of the warehouse industry in this connection would be invaluable both to the industry itself and to American business in general.</p> <p>9. Cartage Equipment (Motor Trucks and Trailers): Fill in Below, Makes and Capacities of Motor Trucks and Trailers Owned By You: Motor Trucks Make Capacity Motor Trucks Make Capacity Motor Trucks Make Capacity Motor Trucks Make Capacity Trailers Make Capacity Go-Car 1 ton Autopub 6 ton Go-Car 1 ton Autopub 6 ton Go-Car 5/8 ton Autopub 6 ton Autopub 2 ton Chevrolet 3 ton Autopub 6 ton Chevrolet 3 ton Le-Trail 2 ton Le-Trail 2 ton</p> <p>If Not Owning Motor Trucks, Have You Arrangements With Transfer or Trucking Company for Use of Trucks? _____</p> <p>10. Cartage Equipment (Trans): Number of Horse-Drawn Vehicles Owned: 5</p> <p>11. Labor-Saving Equipment: Chutes How Many? 2 What Makes? Chatefast Conveyors How Many? 1 What Makes? Standby Tearing Machines No How Many? _____ Hand Trucks How Many? 10 What Makes? Bradford (5) 600 (5) Smith (3) Lift Trucks How Many? 1 What Makes? Liftit Whip Hoists No How Many? _____ Scales How Many? 1 What Makes? Weightman Electric Industrial Trucks No How Many? _____ Gas Industrial Trucks No How Many? _____ Industrial Trailers No How Many? _____ Power Saws How Many? 1 What Makes? Sunbeam Piano Trucks No How Many? 2 What Makes? Balmore (1) Relrab (1) Barred Trucks How Many? _____ Carpet Cleaning Machines No How Many? _____ Stencil Machines How Many? 1 What Makes? Mechanics Strapping Machines No How Many? _____ What Makes? _____</p>
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To left—A blank Information Sheet for the 1922 Warehouse Directory. To right—The Information Sheet as it should be filled in. If you are a warehouseman and have not received one of these Information Sheets, write for one. If you have received one and have not returned it, correctly filled in, please make the return without delay. You will want to be listed—and your facilities described—in the forthcoming Directory

# Which One Will She Choose?



Drawn by Leo Joseph Roche.

Manufacturers who distribute through public warehouses and household goods storage executives who consign shipments to fellow warehousemen in other cities are constant users of the annual Warehouse Directory. The business they will have to offer during the coming year will be profitable. . . . Mr. Warehouseman, if you want some of that business, return your Information Sheet promptly—and correctly filled in.

*this year by answering this question definitely?*

A somewhat similar situation prevailed a year ago with regard to investment figures. In the 1920 Information Sheet an inquiry was phrased: "What Is Your Capital Investment?" Some companies replied by giving their capitalization, which did not represent at all the total amount of money invested in their business at the time the question was asked. Consequently the only figures which could be—and were—prepared based on the returns

from that question, could not be said to be indicative of the financial magnitude of warehousing.

The total of the sums given in last year's returns from 1039 warehouse companies was approximately \$213,000,000—an average of slightly more than \$200,000.

Representative of the entire industry, these figures meant nothing. Too many companies gave their capitalization only, while hundreds of others gave no indication of either capitalization or investment.

This year the question is asked: "What Is the Present Total Investment In Your Business?"

In other words, what is the present money value of your business?

*Let's get a comprehensive idea as to just how great this industry of ours is. How much money is invested in it? Other industries know how big they are financially—why not warehousing? How does our industry compare with other industries?*

*These questions can be answered if every warehouse company will reply, on this year's Information Sheet, to the inquiry: "What Is the Present Total Investment In Your Business?"*

*Warehousing is engaged in a movement to advertise and sell itself in a national way to the business world. The 1922 Warehouse Directory can be made a clearing house for the compiling and furnishing of aggregate figures which would surprise the industry itself and be startling to American business interests. Co-operation will do it. Answer the questions in the Information Sheet. Be accurate.*

THOSE who will be users of the 1922 Warehouse Directory will be interested to know something about what is to be its physical appearance. Listings will be made two columns to a page, each column a half-page in width. Last year three columns were placed on a page. The greater width to a listing will facilitate the work of recording warehouses individually in respect to location, area, protective equipment against fire, and private side track facilities.

The Directory will be printed on the same heavy coated stock of paper so familiar to *Distribution & Warehousing* subscribers. Through the back, near the top, will be run a heavy silk cord, so that the Directory may be suspended from nail or hook at the executive's desk. This will be a welcome and additional feature for the constant user.

In the listings, an advantage over last year's Directory will be that the railroads mentioned will be indicated not by key numbers but by their familiar abbreviations—as, U. P. for Union Pacific; D. L. & W. for Delaware, Lackawanna & Western; Santa Fe for Atchison, Topeka & Santa Fe, etc. This will obviate the necessity of hunting through a key list when consulting a warehouse company's listing. Similarly, warehouse associations will be identified with their familiar initials instead of by key numbers.

THE value, from the business-getting viewpoint, of being listed correctly in this annual Directory has come to be recognized by the warehousemen who are leaders in the industry. The merchandise and cold storage executives know that the book is consulted continually by the traffic departments of manufacturing companies which distribute their products through public warehouses. The household goods storage executives who send and receive consignments of furniture know that their fellow warehousemen in this branch of the industry are constant users

of the Directory. By being listed in last year's Directory many warehouses obtained profitable accounts which would not have come to them otherwise—*Distribution & Warehousing* has letters in its possession testifying that it is so.

Some of these letters have come from warehousemen. Others are from shippers. To quote from a typical letter from a distributor, P. T. MacKie, Chicago, of the American Sugar Refining Co., writes:

"We wish to congratulate you for furnishing the shippers with a complete and authoritative list of warehouses of the country. The lack of such a directory has been sorely felt."

The importance of returning the Information Sheet early is illustrated by the promptness with which the National Furniture Warehousemen's Association's president, Charles S. Morris, New York, sent back his copy properly filled in. It reached *Distribution & Warehousing* on Sept. 26—the first return.

How valuable it is for warehousing to have a Directory is testified to by the Central Warehousemen's Club's president, Sidney A. Smith, Chicago, who writes:

"I cannot understand how any warehouseman can fail to appreciate the value of having his warehouse listed in as great detail as possible in the Directory issue of *Distribution & Warehousing*. Going as it does to so many shippers and to so many other warehousemen, who constantly refer to it for information, it is certainly a most valuable piece of work. I am sure that this year a much larger percentage of storage houses will furnish you with the information you ask from them. I can assure you that when your Information Sheets are received by the Currier-Lee Warehouse Co. and the Great Central Warehouse Co. they will be filled in at once and returned to you."

As chairman of the public relations committees of both the American Warehousemen's Association and the Central Warehousemen's Club, L. T. Crutcher, Kansas City, says of the annual:

"The importance of such a Directory to the industry as well as to the shipping public cannot be over-estimated and it is to be hoped that all warehousemen will co-operate with you to the fullest possible extent in making this Directory as nearly complete as possible."

"It is to be regretted that there are men in our industry who cannot understand the value of being listed fully and correctly. The value which will accrue to the warehouseman individually by being correctly listed simply cannot be estimated in dollars and cents and I do wish that someone with a voice that would carry all over the United States would shout from the house tops between now and the time your Directory is completed the need of absolute co-operation on the part of every warehouseman receiving this Information Sheet."

"I feel that the correctness of your Directory will play a very important part in the work of the new Public Relations Commission that is to be established by the three national associations and it is therefore important that ALL warehousemen return these Information Sheets completely filled in 'for the good of the industry.'"

### One Reason Why You Should Be Listed in the 1922 Warehouse Directory

A CERTAIN traffic manager who uses thirty warehouses regularly, and seventy-five others at various times, informs *Distribution & Warehousing* that in selecting storage plants for distribution he is guided by the information which is published in the annual Warehouse Directory.

He looks for a railroad siding, for naturally he desires to avoid cartage charges. He looks at the investment, for he would rather deal with a company whose figures

indicate that it is apparently sound financially. He looks to see if the warehouse company is a member of a recognized association, for he believes such membership indicates stability.

This certain traffic manager is representative of shippers who are doing millions of dollars' worth of business annually—business by which the warehouse industry benefits in terms of profits in dollars.

Return your Information Sheet—promptly!

## The Shipper Wants

# *Prompt and Correct Information from Warehouses\**

By L. D. SNOW

Traffic Manager, Lever Brothers Company, Cambridge, Mass.

I SUPPOSE that every merchant or manufacturer who has attempted to distribute through public warehouses has at some time been exceedingly perplexed over the apparent impossibility of knowing accurately and immediately what is happening to his goods in a warehouse at some distant point.

I purpose to remind you of a few outstanding difficulties we are all constantly encountering, in the hope of inspiring serious thought and discussion toward remedies. I do not purpose suggesting specified remedies, because to my mind the chief difficulty of all is the vast difference in our individual practices and requirements and in the many systems and customs in use in the warehouse world; if we are to strike at the cause we must begin with that,

I ASSUME that a proper starting point may be made with the warehouse receipt. The fact that warehouse receipts are not always mailed promptly by warehouses has proved so aggravating that the warehouse receipt has, in the case of many concerns, dwindled into a mere form, and a form, if I may say so, ranging in color from red to violet and in size and shape from a post card to a letterhead.

Because the warehouse receipt does not come promptly, how many of you have had to adopt your own post card arrival notices to be mailed you when shipment arrives at warehouses and to confound the warehousemen with yet another form of O. S. & D. report because you want your information quicker than he will give it to you on your warehouse receipt?

### Receipts Important

How many credit departments have withheld credit from a customer who has returned goods to a warehouse while the traffic department hunts for the warehouse receipt which would establish the transaction only to find that the warehouse actually received the goods but has not yet issued the receipt?

But a few days ago this happened: a lot of fifteen badly mutilated cases of goods which had been sought for weeks turned up in a warehouse; and, when asked why some sort of a receipt was not issued, the warehouseman replied: "Oh, we don't charge you any storage on

and I may as well state frankly that my keen interest in the Shippers' Warehousing and Distributing Association is in its potential power to create uniformity in the practices and methods of the shippers as well as the warehousemen as the right road to the standardization we are seeking.

This paper is therefore no more a collection of statements directed at warehousemen as to what the evils are which beset us than a series of questions among ourselves tending toward our cleaning house and placing ourselves in a position to demand certain improvements in service we so badly need and the prompt and correct information of all things we must have.

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### HOUSE CLEANING RESEMBLES CHARITY

THE contention that the shippers themselves, as well as warehousemen, are in need of standardization in their relations with the storage industry, is set forth in this paper by Mr. Snow. He comments:

"I think we ought to consider the other side and do some housecleaning first, for the warehouse which handles any great amount of fast moving accounts may show you such an assortment of stock reports required by his customers as to stagger you."

The Shippers' Warehousing and Distributing Association, Mr. Snow believes, should be potentially in a position "to create uniformity in the practices and methods of the shippers as well as the warehousemen as the right road to the standardization which traffic managers are seeking.

among our warehousemen requesting its observance.

Most of us, I think, incur some damage on warehouse shipments and require reconditioning service by the warehouse. We have freight claims waiting for news of the damage, salvage of saleable material, the cost of reconditioning, and sometimes the return of unsaleable stock to shipping point and a second salvage.

### Uniformity Desirable

Let me pass over the delays and inconveniences that may be caused by warehouses at our expense in the handling of such transactions, to ask you to let your mind dwell for a moment on the almost unlimited number of commodities the large warehouseman has to handle and the great variety of records we ask of him. We cannot simplify his commodities, but it seems to me by thrashing this loss and damage proposition out among ourselves we could create a uniformity for certain classes of goods which, when advertised to our warehousemen, would go far towards our getting prompt and accurate records from him.

Comment upon the records which pass back and forth when we order goods out of a warehouse and on the promptness and accuracy of those records is a rather daring proposition, because a great many papers might be devoted to it instead of a few words. I hope a great many will.

Some companies are fortunate enough to have a system whereby their salesmen mail orders home, and the home office orders the goods from warehouses, and

that stuff." And meanwhile the customer was waiting for his credit memo.

Perhaps these things do not occur frequently in the modern well organized warehouse in the large city, but they occur, nevertheless, and the only things in my mind to prevent them are the adoption by this association of a uniform practice and some propaganda

\*Paper read at Pittsburgh convention of Shippers' Warehousing and Distributing Association.

attends to all the invoicing, stock recording, etc. In other cases, distributors send four or five copies of an order to a warehouse and make the warehouse do all but invoice to customer for them.

Without going into a detailed description of some of the methods with which I am familiar, let me say that however the shipper may deplore the infinite variety of warehouse forms, the warehouseman has a greater problem in the number of kinds of orders he has to handle and the number of systems he has to conform to. Perhaps this is an old story, but it spells to my mind one of the important lines of action of this Association.

### Promptness Essential

Promptness is important in every step of this process because during it the days are flying by during which manufactured product is turned into cash. Surely the saving of one day in the issuing of the invoice covering every order that our future large membership will put through warehouses would roll up an amount of interest saving large enough to endow this Association; and if we could have what we were able to eliminate in the cost in clerical hire alone caused by errors in this process, we should be rich.

And I do not refer alone to errors or lack of promptness caused by warehouse ignorance and carelessness, or to the mistakes of the clerks in our own

branch offices, but also, and with more emphasis, to the vast complexity of practices and requirements which constitute the paper work of our orders to warehouses and to the great variety of forms and methods with which the warehouses saddle us.

It is not my intention to describe a few of the foolish things that happen on both sides. Your own experience will supply you with probably more striking experiences than I could describe, but when we start in for standardization let us direct some of our efforts at ourselves as well as to the warehouseman.

Mention must be made of the monthly stock report, or weekly or semi-monthly as the case may be. This work seems to be a necessity with distributors of a certain class. Because warehouse notices to us of goods received and disbursed are not necessarily prompt or accurate, and also because those notices must, in some cases, travel to our home office via our salesmen and our branch offices, further delaying them and endangering their accuracy, we must ask our warehouses to give us a periodical recapitulation of our business.

### Delay

On an active account this report is usually a complex affair. Perhaps we do right to condemn the warehouse who sends it in on the 15th of the month when it was due on the 1st. Perhaps

we have just grievance when errors occur in this of all documents. Some of the delays and mistakes are inexcusable, and might well be made the subject of our earnest consideration.

### Home Cleaning First

Yet here, also, I think we ought to consider the other side and do some house cleaning first, for the warehouse who handles any great amount of fast moving accounts may show you such an assortment of stock reports required by his customers as to stagger you. He may try to excuse delay by saying that one or two clerks are the maximum he is able to employ for this purpose and their work occurs practically on the last day of the month. He may furthermore tell you that such an intricate knowledge of the many different requirements of his customers is necessary that the loss of one of those clerks is a catastrophe—and during such a complex performance, error is not only possible but nearly probable.

Yet banks get out monthly statements, as a matter of routine, on time and accurate. So, in speaking for prompt and accurate records, I am speaking for the very object of our Association, which is standardization, and the sooner we get at it, the sooner the power for good of the Association will change from potential to actual—and standardize ourselves, we must, if we are going to standardize the warehousemen.

## Discussion of Mr. Snow's Paper from Viewpoints of Shipper and Warehouseman

**D**ISCUSSION of Mr. Snow's paper served to bring out viewpoints of other shippers and of some of the warehousemen who attended the Pittsburgh convention.

"Service is the biggest word in the dictionary as applied to warehousemen and on it depends our success," said John Simon, the association's president, and manager of the transfer department of the Keystone Steel & Wire Co., Peoria, Ill. "If the warehouseman doesn't do efficient work, who is responsible? Surely I am not responsible for the warehouse delay in getting out the goods. A customer calls me: 'Simon, what is the matter? This order went to the warehouse on the 15th and this is the 21st and the man hasn't got his goods.' All I can do is to get the warehouse on the telephone or wire it: 'Where is Order No. So and So?' and I will get an answer back: 'We are shipping today.'

### The Goat

"Now there is a delay; something happened in the warehouse. See where we are at? My company doesn't blame the warehouse—but the trouble is with Simon. I don't get the service."

"The solution is: When an order from

the Keystone comes in, you rush it out. If you can get a system in the warehouse organization through which you can shoot those orders out, I, for one, would say: 'My troubles are over.'

"The matter of return shipments to which Mr. Snow has referred is a difficult situation. The only way I can get a record of that is to keep a tickler on my desk and keep going after the warehouse until I get a report and get the receipt. That is generally the only way I can get that information, and it should not be that way. The warehouse should be so systematized that they can give you that report the same day they go out to luncheon."

### Currier-Lee System

Pursuing the subject of return shipments, Sidney A. Smith, president of the Central Warehousemen's Club and manager of the Currier-Lee Warehouse Co., Chicago, commented that there was no difference between a return shipment and a shipment which goes directly to the factory.

"Under the system we use, and which I think is being more generally used in the warehouses throughout our section," Mr. Smith explained, "the only way we can get your shipments on our books is

to issue you a receipt. Our stock card is a copy of our warehouse receipt and the only way we can charge people through, is to get the cards made out. We issue all that we receive at once and mail them out; the Lord knows we want our money as quick as we can get it, and I don't see that there is any difference between a return shipment and a shipment that comes direct from the warehouse."

C. G. Yates, traffic manager, Vick Chemical Co., Greensboro, N. C., said he had not experienced trouble over return shipments because his company made it a point to let the salesmen authorize the return of the shipments without getting from him directions as to where they were to go. Mr. Yates continued:

"The copy of the letter from the customer authorizing the return comes to me and immediately upon receipt of that I notify the warehouse to look for that, and I find that that has corrected that trouble to a great extent. Of course we have isolated cases. If you sit down and try to find out, you can usually analyze it."

### Overage and Shortage

"There is another point which we have talked over and which I would like to

have the joint conference committee of the American Warehousemen's Association and the Shippers' Warehousing and Distributing Association give consideration to. It relates to overages and shortages and also to direct reports; that is, the warehouse reporting to the storeroom as soon as it discovers anything wrong or any shortage. I have found in the last thirty days, due to a general check we are making with warehouses all over the country, that there are variations in different stocks, in different warehouses, both overages and shortages; orders issued for stock supposed to be there, according to warehouse reports not thirty days old; the stock is low in some cases and yet it is not there. We are in good faith with our customer when we issue an order for those goods. He is out of goods and we don't know the situation until we get the report: 'We are sorry, but we can't find them.'

#### When Discrepancies Occur

"We do find there is a discrepancy between the warehouse report and the actual condition and that should be made known to us at once, rather than to let us find it out after orders have been issued.

"That is on both sides. Warehouses have rules for verifying both their books and their physical inventory. That should be worked out and if it is worked

out, that will help.

"Now as to how long it takes to get shipments, I think you will be interested in knowing that a study just compiled shows that the average time and the average distance served by one concern is 195 miles of an average the country over in the warehouses, while the average time taken to send that order from the factory to the warehouses to get that shipment in transit is 3 1/3 days.

#### Good Service

"I thought it might be of interest to tell you both sides: 195 miles average distance and 3 1/3 days consumed from the time the order actually delivered from the office reaches its destination. That covers the territory from Maine to the Rocky Mountains and to San Francisco. Those are actual figures; I compiled them myself from January 1st to the first day of April."

Mr. Yates remarked that he considered that the figures indicated "very fine service" on the part of warehouses, explaining:

"I don't mean to give the impression that the warehouses took 3 1/3 days to make a shipment. I would say it is caused by our purpose of letting the stock run low in order to get a general clean-up."

Picking up the thread of discussion on behalf of warehousing again, Mr.

Smith declared that "the system which the warehouses are adopting more and more, handling goods on numbers, I think is doing away in great measure with the conditions which make for complaints." He continued:

"The warehouseman receives a consignment of goods and handles it on a lot number and the storeroom orders it out by that lot number or under some understanding that the oldest lots are being delivered first; that is, so that he can work on that lot as long as there is anything left in that lot, and give the storeroom an automatic check as soon as the warehouseman gets to the bottom of that lot, so that he still has two or three consignments in the warehouse to work on.

#### Ironing Out

"I know that since we adopted that system, two or three years ago, our overages and shortages or discrepancies have been wonderfully simplified. If we have made errors, delivering one brand when we should have delivered another, or delivered one quantity when we should have delivered another, it was quickly caught up and adjusted.

"I think warehousemen and warehouse organizations are giving a lot of thought to that and I think it is in a very good way to be ironed out so that those mistakes will happen very very rarely."

## Warehousemen in State of Washington Under Industrial Commission Supervision

**WAREHOUSEMEN** and transference in the state of Washington have been operating under the supervision of the State Industrial Commission since June 1. Daniel Bekins, president of the Bekins Moving & Storage Co., Inc., of Seattle, alluded to the situation briefly at the Lake-of-Bays convention of the National Furniture Warehousemen's Association in July. At the suggestion of *Distribution and Warehousing* Mr. Bekins has prepared the following explanation of the situation with the thought that it should be of interest to the men of warehousing generally:

#### Supreme Court Decision

"In the year 1915 transference and warehousemen were placed under the jurisdiction of the State Industrial Commission by an Act passed by the Legislature the previous year. While most of the transfer and warehousemen paid their assessments promptly for about two years, the commission merchants, who were in the same classification, refused to pay and successfully prosecuted their case against the State on the grounds that their business was not 'extra hazardous' and were not specifically named in the Act. After the Supreme Court decision in this case we were held

not to be under the Act. An attempt was made to get our money back, but we failed because the funds had been absconded. A certain man is now serving time.

"About 1919, through our solicitation, the Legislature authorized the commission to call for a public hearing and decide for themselves who should and who should not come under the Act. A public hearing was held separately before the commission for the transference and the warehousemen. A great many of us attended both hearings, being anxious to be placed under their supervision. None of the men testified that his business was 'extra hazardous' as he understood the term. The industrial commission, however, decided that according to their interpretation of the term we would come under the Act.

#### Warehousemen "Outside"

"On the first of January, 1920, we began paying into the industrial fund in good faith. It was not long before some attorneys opined that the commission had no right to conclude that our business was 'extra hazardous' without some standard to judge by. The attorneys advised us not to pay any more into the fund until the Supreme Court should rule

that we came under their jurisdiction. In due course this matter was all threshed out in the courts with the result that the Supreme Court held that we were still on the outside. In the meantime the commission made their demands on the transfer and warehousemen, collecting where they could and paying claims as they were presented. Under these circumstances, some carried private insurance; others State insurance; some carried both, and others none at all.

#### Legislature Acts

"At the beginning of this year the legislature specifically named transfer and warehousemen's occupation 'extra hazardous' and brought us under the Act, effective June 1. We have a separate classification exclusively for transference; and a separate classification exclusively for warehousemen. This is an inducement to make our class as low as possibly by keeping down the hazard.

"We believe the greatest benefit of state industrial insurance is the elimination of the 'Court hazard' for both employer and employee. Operating under State Industrial Commission is recommended to the consideration of all transfer and warehousemen."

# Eliminating WAREHOUSE FIRE HAZARDS

## The Reichel Automatic Fire Alarm System Explained

By H. H. LYON

*Manager, Lyon Fireproof Warehouse Co., Oakland, Cal.*

ONE afternoon in October, 1919, as I was driving toward the office, a fire engine passed me at full speed. On looking ahead to discover the cause, I saw our new fireproof warehouse already surrounded by the fire department, and smoke was pouring out of the windows on the fourth floor. So you can guess that I "stepped on her." In the office the fire alarm was ringing

THIS system is entirely automatic and operates in the absence of all employees or others who may be connected with the warehouse. Its principle of operation is founded upon the thermo-couple action which produces an electric current when the opposite ends of dissimilar metals in a couple are maintained at different temperatures.

### Description

The fire-detector unit is an electric thermopile, which consists of pairs of studs—one of bismuth and one of an alloy of antimony and zinc, electrically connected. Seven of these couples wired in series and embedded in a porcelain base, comprise a unit. One-third of the length of each thermo-couple is exposed above the porcelain base. A sharp temperature rise, such as is occasioned by fire, heats the exposed lengths of the couples, while the parts embedded in the base are protected. When the thermocouples are thus unevenly heated, a current of thermal electricity is generated. The thermopile unit immediately becomes a miniature battery, set in action by the application of heat, and generates a measurable flow of electricity.

Normal temperature changes do not affect the unit, as such variations are sufficiently slow to permit the heat to be conducted along each stud, and the temperature difference between the ends of the studs never becomes great enough to generate a perceptible electric current. It has been determined that a rise in temperature of at least 18 to 20 degrees in one minute should be produced in order to cause this system to transmit a fire alarm. A lesser heat condition is not considered indicative of a fire.

The thermopiles are placed about the ceilings of the warehouse in somewhat the same manner as automatic sprinkler heads. The spacing is much wider, however. A number of thermopiles are attached in a series to a line wire which connects with the poles of a galvano-

meter. This arrangement constitutes a circuit. As many of these circuits are employed as are necessary to cover the ceiling areas of the building. An electric test current of one milliamperes flows constantly through each circuit. If any part becomes inoperative, this current is interrupted, causing the galvanometer indicating needle to swing to the trouble position, making a connection with the electric service current and tripping the code wheel on the fire alarm transmitting box. This immediately notifies the A. D. T. central station that the circuit

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This tenth of a series of articles on "Eliminating Warehouse Fire Hazards" describes the Reichel automatic alarm system which is in successful use in storage plants of the Lyon Fireproof Warehouse Co. of Oakland, Cal. H. B. Lyon, manager of the Oakland company, volunteers to answer any questions from men in the industry.

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is out of action. In case of fire, an increase of one milliamperes of current, caused by the flow of thermal electricity from one or more of the thermopiles, draws the galvanometer needle over to the fire indicating position, makes a heavy service current connection which actuates the alarm code wheel on the fire box and the sirens outside the building. The code signal at the central station is relayed to Fire Headquarters, and a department unit is on its way at once.

We have experimented by igniting a small handful of excelsior on the floor of a room containing 500 cubic feet. The alarm rang in just twenty-six seconds. In a room containing 1,000 cubic feet, the time required was forty-three seconds. The writer understands that heat must be applied to a sprinkler unit for three or four minutes before it will

wildly, and everything pointed to an interesting time.

The cause of it all was this: in taking a flashlight photograph of an aisle of open storage on the fourth floor, the heat from the flashlight set off the alarm—and in less than four minutes the fire department was at our doors. This proved to us the efficiency of the Reichel Automatic Fire Alarm System.

open; whereas, with our alarm system, the fire department will be at our door with chemicals in about the same length of time. Isn't this vastly superior to turning loose a flood of water?

The only serious danger from fire in a concrete building is that the fire may gain headway before it is discovered. That is impossible, however, with the alarm protection.

Therefore, the insurance companies are allowing 20 per cent discount, and no watchman required.

The Pacific Fire Extinguisher Co., which handles this system, is keeping records of its efficiency and expects to obtain a still larger reduction on the insurance rate.

### Widely Installed

This system has already been installed in about 140 plants on the Pacific Coast, and has been the means of checking at the start every fire (forty-three in number) that has occurred. Our building has a special box in the city fire department system. We understand that the custom now, however, is to connect the building with the A. D. T. office, which relays the alarm to the fire department.

If any fellow warehousemen desire to ask further questions regarding this system, the writer will be glad to answer if he is able—or he will refer them to the proper authority.

### Baltimore Fire

BALTIMORE, Sept. 1—Fire to-day wrecked two floors of the warehouse of the Broadway Storage Co., at 1706 East Fayette Street and, spreading to a dwelling at either side, compelled tenants to leave their homes. Jacob Ochse, manager of the warehouses, assisted employees in saving the company's records. Total property loss from the blaze was estimated at about \$50,000. That sustained by the warehouse company was covered by insurance.

# WAREHOUSE RECORD WRITING BY MACHINE

## Cuts Down the Office Payroll

**A**MACHINE which in one operation makes (1) the customer's shipping report; (2) an order to the shipping clerk; (3) a copy for the office records; (4) three bills of lading, and (5) a blank for numerical files thereby conserving on both time and money—is being used by the Central Storage Co. of Kansas City.

Compare this method with the Central company's former system under which the customer's report and the shipping order and the office copy were made by one machine operation but the bills of lading were written separately by hand.

"In attempting to combine the two sets of forms and make them in one operation," to quote W. A. Sammis, secretary and manager of the Central

**T**HIS story is one of warehouse record-keeping—how the Central Storage Co. of Kansas City by use of one machine runs off seven forms in a single operation. The machine has resulted in a smaller payroll, and more business is done with less effort. When a mechanical system saves both money and time it is worth knowing about.

company, "we found that the office or record description was not the same as the bill of lading classification description.

"We finally evolved a plan of using decarbonized carbons (part carbon paper and part plain paper blocking out the record description), which come in rolls and operate crosswise on the machine we have placed in use.

"By the use of these carbons the record description does not show on the bill of lading. The classification description shows on the bill of lading only.

"The thousands of orders received come to us in various forms—order blanks, customer's orders, phone orders, telegrams, etc. On the original orders one clerk puts the weights, charges and all necessary information. The original orders are then passed to the operator, who makes seven copies at one writing. Any one who can operate a typewriter

can operate one of these machines.

The forms are of the fanfold variety. They are furnished in lengths of several hundred sets and are numbered consecu-

tively. As each set of forms is completed the operator pulls a new set into writing position. By this simple operation the operator can make hundreds of

 <b>MAIN OFFICE</b> 1422-24 ST. LOUIS AVE. <b>PHONES</b> BELL-MAIN 3388 HOME-HARRISON 3388		Form 112-25 M Sets 9-20  <b>Always refer to this number.</b> No. 6952																																																									
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S/L DESCRIPTION 40 BALES PAPER BAGS PLAIN		Posted on stock record by _____ Posted on ledger by _____																																																									
		THE ABOVE DELIVERY HAS BEEN MADE FROM YOUR STOCK TODAY. SIGNED DELIVERY RECEIPT ATTACHED.																																																									
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Form 1, customer's shipping report. Form 2, order on shipping clerk. Form 3, copy for office record

**THIS MEMORANDUM** is an acknowledgement that a bill of lading has been issued, and is not the Original Bill of Lading, nor a copy or duplicate, covering the property named herein, and is intended solely for filing or record.

RECEIVED, subject to the classifications and tariffs in effect on the date of the receipt by the carrier of the property described in the Original Bill of Lading.

(6) 6952

---

**THIS SHIPPING ORDER** Must be legibly filled in, in Ink, in Indelible Pencil  
or in Carbon, and retained by the Agent.

RECEIVED, subject to the classifications and tariffs in effect on the date of issue of this Shipping Order.

(5) 6952  
Shipper's No.

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**STRAIGHT BILL OF LADING—ORIGINAL—NOT NEGOTIABLE.**

RECEIVED, subject to the classifications and tariffs in effect on the date of issue of the Original Bill of Lading.

(4) 6952  
Shipper's No.

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AT KANSAS CITY, MISSOURI

From **WESTERN MFG CO** Order No **349**  
The property described below is apparent good order, except as noted (contents and condition of packages unknown); marked, contained and described as indicated below which said Company agrees to carry to its place of delivery at said destination; marked, otherwise to deliver to another carrier on the route to said destination, if so desired; carried at the rate of or any of said property over all or any portion of said route to destination, and to each party at any time agreeable to all, owner of property (which may be valuable) and which shall be subject to all classifications whether printed or written, terms contained (including conditions back hereof) and which is agreed to by both parties thereto for himself and his assignee.

Consigned to Destination Route	JOHN SIMPSON CO CANTON OHIO	State <b>OHIO</b>	Whse. No. Car Initial	Count Car No.	Lct No. <b>24</b> Wagon Car No. <b>84</b>
No. Packages	DESCRIPTION OF ARTICLES AND SPECIAL MARKS		WEIGHT (bulk to Carriage)		
48	BALES PAPER BAGS PLAIN		800		
If charges are to be prepaid, write or stamp here. To be Prepaid.					
Received _____ to apply in payment of the charge on the property described herein.					
Agent or Cashier.					
Per _____ (The signature here acknowledges only the amount prepaid.) Charge Admitted.					

(This Bill of Lading is to be signed by the shipper and agent of the carrier usually named.)

**CENTRAL STORAGE CO., Shipper** \_\_\_\_\_ **AGENT** \_\_\_\_\_

Per \_\_\_\_\_ GILMAN, CLEVELAND Per \_\_\_\_\_

(7) 6952

WESTINGHausen  
JOHN SIMPSON DO  
GANTON  
CRASH

10 BAILIFFS 44 7/1972  
5 BAILIFFS 24 7/1972  
10 BAILIFFS 24 7/1972  
10 BAILIFFS 24 7/1972

10 BAILIFFS 24 7/1972  
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10 BAILIFFS 24 7/1972  
10 BAILIFFS 24 7/1972

40 BAILIFFS PAYNS MAIS PLAIN 800

*Form 7, blank form for numerical file*

handled. Our business is strictly merchandise storage and distribution and the handling of farm implements. We feel that the saving of time in our office in a few months will pay for the price of the machine; the saving in printing cost also is a considerable item. We recommend this system to any storage or warehouse company that is interested in an efficient mechanical system of record writing."

The machine used by the Central company is the Elliott-Fisher billing machine.

Williams Tariffs

The Williams Shipping Agency, Inc., New York City, has issued two pamphlets—one giving class freight rates from New York to the principal cities of the United States; the other citing local freight tariffs for its highway transport service from Manhattan, Brooklyn and Long Island City to Port Chester, N. Y., Stamford, Norwalk and Bridgeport, Conn., Newark, New Brunswick and Trenton, N. J., and Philadelphia. Copies may be obtained by addressing the company at 24 Stone Street, New York.

### Tonnies' Expansion

JOPLIN, MO., Sept. 1.—An addition to the warehouse of the Tonnes Transfer & Storage Co. is ready for occupancy. South of and adjoining the company's main structure at 1027 Virginia Avenue, the new unit stands one story high, fireproof, of reinforced concrete, with metal sashes and corrugated steel doors. It covers a floor space 60 by 76 feet. The addition will be used for storage of general merchandise and automobiles.

## Results

"Our customers each get a neat type-written report and a receipted bill of lading, which is mailed the same day the order is received and shipped. We have been enabled to reduce our office help; we now do more business with less effort and get greater satisfaction.

"We believe that the combination form on this machine is a great saving, as many more orders for shipment are

### **Publicity for Warehousing**

The cost finding system of the American Warehousemen's Association is given a review nearly two pages in length in the September "Bulletin Service of the National Association of Cost Accountants in its department, "Notes on Recent Literature."

## An Appeal by Shippers:

# KEEP THE WAREHOUSE CLEAN

*American Specialty Manufacturers' Association Asks Co-operation  
from the Storage Industry*

**T**O the merchandise warehouseman comes a message from the American Specialty Manufacturers' Association, comprising approximately 170 makers and distributors of millions of dollars worth of products which pass annually through public storage plants.

It is a message urging cleanliness and order and better service on the part of that warehouseman who, investigation by the association has brought out, has been indifferent in the handling of goods consigned to his care.

There is no disposition on the part of the association to condemn warehouse conditions generally, and the message goes to wholesale grocers as well as storage executives; but inquiry by the specialty manufacturers' cereal division has shown, it is stated, that cereal producers have been suffering losses aggregating \$1,000,-

**T**HE general problem of cleanliness and order in warehouses and groceries will be discussed in executive session at the association's convention at the Traymore Hotel in Atlantic City on Nov. 16 and 17. It is expected that the American Warehousemen's Association will be invited to send one or more representatives. W. W. Morse, president of the American, recently took cognizance of the cereal division's inquiry by calling to the attention of A. W. A. members some suggestions which the cereal division prepared, as follows:

"1. Do not pile new stock in front of old.

"2. As soon as a shipment of cereals is received, mark the month received on each case. Figures can be used for this purpose; for May use the figure '5', June '6', July '7', and so on. This will enable you to know whether or not your floor-men are piling new stock in front of old.

"3. Have floor clean—a good scrubbing with soap and water at stated intervals is urged.

"4. Sprinkle lime on floor and in cracks.

"5. Clean up on broken cases. Do not leave open cases or packages in regular stock—place them in your packing room, which should at all times be kept clean and stock examined at stated intervals.

"6. Apply two coats of whitewash to walls and ceilings of rooms in which cereals are stored, at least once a year.

"7. A good plan is to change the cereal space at stated intervals and not always have it in the same place. It is also well not to pile the different cereals together; a row of canned goods in between is advisable.

"8. We suggest that once or twice a year your warehouse be most thoroughly fumigated by burning of sulphur candles. This will not only clean up on

000 yearly because warehouses, both public and private, and wholesale groceries have not had the cleanliness necessary for the storage of cereals, and because also fresh stocks have not been handled out to retailers in advance of old stocks.

The cereal manufacturers have asked the co-operation of all handlers of their products, but it may be stated that the inquiry made by the cereal division is to be followed by similar investigations by other divisions of the association—divisions which embrace manufacturers of packing products, coffee, grain products, soap, cocoa and chocolate, extracts, baking powder, milk products, chemicals, salt, bluing, corn products, gelatine, lye, sugar, candies, codfish, apple juice, grape juice, maple syrup, tapioca, matches, yeast, rice products, flypaper and kindred foodstuffs and commodities.

cereals but also get rid of mice and rats. During this process all windows and doors must be closed."

In commenting on these suggestions to A. W. A. members, Mr. Morse wrote:

### WANTED: GOOD SERVICE

**T**HE co-operation of the warehouse industry is asked by the American Specialty Manufacturers' Association in cleanly and orderly handling of the members' products. Periodical fumigation is urged, and storage executives are asked to see that old stocks are handled out in advance of new stocks.

This subject of the right kind of service from the warehouseman is to be discussed by the specialty manufacturers at their Atlantic City convention in November.

Advice which applies to this situation was voiced by Elmer Erickson, of Chicago, at the July convention of the Central Warehousemen's Club when he said:

"Customers can be won by good service and they can be kept by good service. . . . Work with the fellow on the other side of the fence, your customer!"

"It is needless to say that this is a matter which will affect the warehouse industry generally and reflect discredit on those warehousemen in whose plants it is found that cereals have become infected. The cereal plants close one or two days a year to disinfect and I be-

lieve that the warehousemen handling cereals should do the same as far as their cereal storage rooms are concerned. It is very much to be desired that the members of the American Warehousemen's Association handling cereals should have a clear record in their cereal departments as a derogatory report made by investigators would react severely on our entire membership."

It is suggested by the American Specialty Manufacturers Association that every warehouseman develop a system of instructing employees to recognize old stock from new and to move old stock out first. When a car comes on the siding and new stock is moved into the warehouse the stock should not be placed with that already there, it is urged; it should be piled elsewhere, and in front of the old pile should be placed a sign, lettered in boldface large type, as follows:

**NEW STOCK  
DO NOT TOUCH  
TAKE OUT OLD STOCK FIRST**

Until the old stock has been exhausted, the sign should not be removed from the new stock.

It is explained that baking powder loses much of its leavening power with age. Salt and sugar become lumpy. With few exceptions, the products of the members of the association deteriorate as they grow older. Instances have come up where cereal manufacturers have had to pay for losses on stocks which have remained in the warehouse from four to six years when the goods should have gone out shortly after the arrival of fresh stocks.

The presence of "New Stock" signs throughout the warehouse gives the manager a clearer idea regarding the character of the goods on the various

floors, it is suggested; and the signs should be supplemented by an office record system containing information regarding new and old stocks.

In burning sulphur candles, this method is suggested: Place one in an earthen

bowl on Saturday evening. Close every door and window tightly. Notify the employees, so that no one will enter. Let a floorman come down early Monday morning, ahead of the usual time, and open the windows and doors.

It is declared by the cereal division that excellent results in fumigation have been obtained with *anti-germine*, manufactured by the Midland Chemical Laboratories, Inc., Dubuque, Iowa. This is used as a spray.

## Plans Outlined for

# National Publicity Campaign by Warehousing

PLANS for a national publicity and advertising campaign on behalf of the public warehouse industry were discussed at a conference in New York on September 16 and a definite program was worked out which will be submitted to the directors of the three major organizations, the American Warehousemen's Association, the Central Warehousemen's Club, and the National Furniture Warehousemen's Association.

Attending the conference were L. T. Crutcher, Kansas City, chairman of the public relations committees of the American and the Central; Walter E. Sweeting, Philadelphia, chairman of the National's publicity committee, and Charles S. Morris, New York, president of the National.

To the directing boards of the three associations recommendations will be presented as follows:

1. That a body to be known as the Public Relations Commission be created, representative of all three organizations. Each association would have three members. Mr. Crutcher would be chairman of the group representing the American; Mr. Sweeting of the group representing the National, and the chairman of the group representing the Central would be chosen by the Central's directors.

2. That a fund be raised by "voluntary assessment" among warehouse companies of all three associations. The tentative budget calls for a substantial sum the first year. Contributions would be based on the gross valuation of the companies' business.

### Salaried Secretary

3. That the proposed Public Relations Commission be empowered to handle the funds and that the Commission employ a secretary, preferably an experienced newspaper man versed in the ways of publicity, at a salary of \$5,000 or \$6,000 a year.

The recommendations will be presented by Mr. Crutcher to the American's directors, of which he is one, at a meeting in Omaha early in October. Mr. Sweeting, a director of the National, will present the recommendations at a meeting of the National's board in Chicago later in the same month. A spe-

cial meeting of the Central's board is expected to be called to consider the plans.

The headquarters of the Commission's salaried secretary would be established at Chicago, under the recommendations. The secretary's duties would be both to disseminate news regarding warehousemen and their activities among newspapers and trade publications, and to serve as the head of a clearing house for the spreading of ideas and business-getting methods among those warehousemen who contributed to the financing of the campaign. Educational work would be carried on within the industry as well as in relations with the public and with business interests generally. All three associations would receive attention impartially, and all three branches of the industry—merchandise, household goods and cold storage.

### Convention Publicity

The secretary would be authorized to assist in the preparation of the programs for the conventions of all three organizations. A week in advance of each convention he would go to the convention city and arrange for local newspaper publicity to be given the meeting. During the conventions he would be the associations' mouthpiece in dealing with representatives of the press.

In preparing the publicity program, Mr. Crutcher and Mr. Sweeting acted upon authority given them at recent conventions. The Central Warehousemen's Club discussed the subject at its Chicago meeting in July and the public relations committee brought in the following report:

"It is the opinion that the plan for an advertising campaign on a national scale is one of national importance and will be one of the biggest movements undertaken by the warehouse industry and therefore requires great thought and study. The committee further feels that this is not a matter for the Central Warehousemen's Club alone but is one that should receive the co-operation of all national associations, and therefore recommends that the president appoint a committee for this association and then advise the American Warehousemen's Association and the National

Furniture Warehousemen's Association that such committees be appointed for their associations to meet in joint sessions for a discussion and formulation of the details of such a campaign and devise ways and means for the raising of the necessary funds, and it is urged that action be taken at the earliest possible date. It is also the opinion of your committee that the participation in this campaign by the warehouse companies should be an individual matter only but with the sanction and approval of the national association."

Later in July, at the National's convention at Lake of Bays, Canada, the Central's plans were outlined by W. I. Ford, Dallas, a member of both the American and the Central's public relations committees and a member of the National. The National then instructed its own public relations committee to meet with committees representing the American and the Central in an effort to reduce to a working agreement some plan of national salesmanship of the industry. Meanwhile the American's directors at a meeting in Chicago on June 30 discussed the general plan of national publicity, and it is understood that the sentiment of the board favors the suggested campaign.

If the program as outlined goes through it is expected that the National's publicity committee will change its name to "Committee on Public Relations."

### Union Terminal Opens New Warehouse

LOS ANGELES, Sept. 16—The Union Terminal Warehouse Co.'s newest storage structure, Warehouse No. 9, located at 747 Warehouse Street, was opened to-day to shippers and the public generally. The building had been occupied by the Industrial and Trade Exposition. The warehouse was the company's temporary address during the exposition and beginning Sept. 1 it was made the permanent address.

### New Name for New York Company

NEW YORK, Sept. 1—"The Gilbert Storage Co., Inc." is the new name selected for the firm hitherto known as the Harlem Storage Warehouse Co., Inc., at 211 East 100th Street.

*Proposal for a*

# FREE PORT

## *Is Backed by California Warehouse Interests*

By H. H. DUNN

SAN FRANCISCO, Sept. 15—Warehousemen and transportation organizations are supporting the campaign here for establishing a foreign trade zone, better known under its older name

of "free port," as a part of the projected Pacific Port Terminal at Berkeley. Back of the four units of the proposed terminal are 6000 acres of factory sites, located only seven miles in an air line,

across deep water, from the Golden Gate entrance to San Francisco Bay. This factory site area is considered the best around San Francisco Bay, as it is directly alongside the western terminals of a half a dozen trans-continental rail lines, and will have deep-water connection with the Pacific, seven miles away. It is also only four miles from San Francisco's water-front.

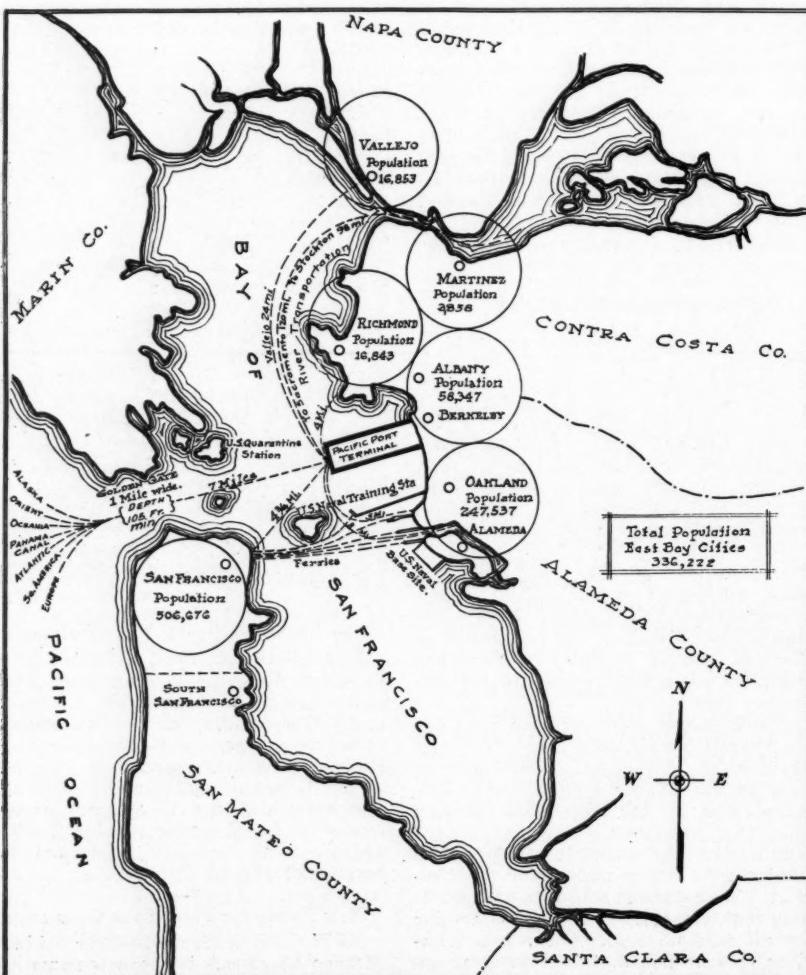
For these reasons the cities all around San Francisco Bay, including San Francisco, Alameda, Oakland, Albany, Richmond, Martinez and Vallejo, have joined forces to carry to Washington the application for a foreign industrial zone at Berkeley. Incidentally the plans of the Pacific Port Terminal have been put up to the War Department for approval of all four units, and it is hoped to have the foreign trade zone petition also included and approved at the same time.

Warehousemen and transportation companies, especially motor-truck operators, are anxious for the establishment of the foreign trade zone because they realize that permanent warehouses will have to be erected and operated, and that much business will come in the form of short hauls around the foreign trade zone for the operators of motor truck fleets.

B. F. Cresson, Jr., and Charles W. Staniford, the engineers who made the preliminary surveys for the Berkeley Pacific Port Terminal, in their report make the following comment on the opportunity for a "free port," or industrial zone, on the mainland (eastern shore) of San Francisco Bay:

"There has been a considerable agitation throughout the country for the establishment of Free Port Zones in various harbors. It is well known that Free Port Zones have operated efficiently in many of the continental European ports.

"A Commission was appointed by the Department of Commerce which visited various localities to test the sentiment as to Free Ports. As a result of the expressed opinion this Commission has recommended legislation under which Free Port Districts could be established within various ports.



Map showing juxtaposition of Californian cities to proposed "free port" approved by warehouse interests

"There are certain fundamental advantages in the establishment of Free Ports and it appears that this theory is applicable to Pacific Ports.

"In the layout that we have prepared it would be possible, without material change in the arrangement of the facilities, to set aside a portion as a Free Port.

"A Free Port should be located where it has the best possible railroad facilities, where it has ample access for ships of deep draft, where it is adjacent to a good market for labor and materials, and where it is capable of expansion. All of these conditions can be met to

better advantage along this East Bay water-front than at any other location in San Francisco Bay. From every point of view it is our opinion that this section offers the only site which can be considered when this question is seriously taken up, as it undoubtedly will be in the near future. The proposed Pacific Port Terminal is so arranged that a number of sites may be advantageously selected for this purpose."

What the projected terminal would mean for warehousing may be judged from the following figures:

Along the terminal's quays it is pro-

posed to provide 14,000,000 square feet of space for storage plants. Back of this, on the mainland, there will be 6,000 acres of warehouse and industrial sites for truck and railroad yards. The first unit, now virtually ready for construction, will present the largest area of warehouse space and what is planned to be a complete distribution system. The storage plants will be of multiple-story designed and equipped with modern cargo handling machinery. Short time, long time and cold storage facilities are provided in plans for the warehouse section of each of the four units.

## DRIVER METHODS WHICH PAY

### *Giving Labor a Square Deal*

By ALFRED E. BRAUN

Manager, Jackson's Express & Van Co., Chicago

THERE are motor truck operators, no doubt, who believe that the worst thing about a truck is the driver. If somebody would only invent a driverless motor vehicle their greatest problem would be solved. But that is an "if" of the most unlikely kind, for most people will agree that, insofar as they can read the future, motor trucks are doomed to be driven by drivers—that is to say, men.

We have been very fortunate with drivers and primarily, we believe, for this reason—we never forget they are men. The important thing is to pick your men carefully, make them understand what you expect of them, and then give them their heads, so to speak. Show a man you trust him and nine times out of ten he will give you loyal and efficient service.

In the moving business it is necessary to use both horse and motor equipment. Every man we hire has to start in on a wagon and work his way up before he is given a motor truck. A man cannot come to us as a chauffeur. If he wants to drive a truck for us he must start at the lowest wage as a team driver and earn his promotion. In this way we develop our chauffeurs in our own organization and only those who have demonstrated their reliability are given the responsibility of an expensive motor unit. Some of our truck drivers have been with us twenty-three years.

One common practice with many concerns is to lay off their men the moment business gets dull. We find that it is cheaper in the end to hold our men even when we don't need them at all. A good man usually has family responsibilities and is looking for steady work. A lay-off is a pretty serious thing in his life. It may mean that his wife and kiddies will suffer. So today we are carrying 125 on our payroll, although 75 are all we should need until the fifteenth

of September. This extra cost is more than compensated for by having steady, dependable men when we need them in the rush season.

About three times a year we call the drivers in the office for a conference. We have no formal lessons and use no books. We simply call them in for the purpose of exchanging ideas, giving them helpful suggestions and getting their viewpoint. These meetings are just as helpful to us as to the men.

We have not attempted to run a school for our drivers. However we

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THE fundamental thing in the successful handling of drivers is "straightforward man-to-man dealing," according to Mr. Braun, whose closing advice is:

"Hire good men; treat them like men."

At the Jackson warehouse no man gets employment first as a chauffeur. He must start at the lowest wage as a team driver and work up to the seat of a motor truck.

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have sent them to a motor school in Chicago. When the school is in session we allow the chauffeurs to go an hour early, pay their carfare and give them enough money for a cigar. This practice has produced good results.

Another idea that we have found profitable is to allow our drivers to buy company stock. Practically all of them are now stockholders. We allow them to pay at the rate of \$2 or \$4 a week, or whatever rate they feel able to pay. One chauffeur owns \$1,700 worth of stock from which he gets good returns. This man is driving one of our best

vehicles and, so far as trouble is concerned, we don't know we own it. We haven't a governor on that truck and when the man is sick, the truck stays in the garage. That man is practically in business for himself.

The only time we have any trouble with the men is in the dull seasons. During these periods we try to keep the drivers employed in the warehouse. It is then that we have a slight turnover, because even though he is paid for it a good man doesn't like to be idle half the day. Recently I received a letter telling me what a good man so and so was, and yet, a few days later, I got a complaint from the warehouse telling me this same man wouldn't do something or other.

Just after the May rush a fellow came to me and said:

"Can't you send me out?"

I replied that there was nothing to do except wait for something to start.

"Well," he said, "I guess I'll make the harvest. I'll be back in October."

And sure enough he did come back. We worked him on the extra list for a while and then asked him if he didn't want a steady job. He replied:

"I'll work if you can keep me busy but I won't hang around just drawing pay. As soon as you get slack, I'll quit and come back in May."

It simply disagrees with him to be idle. We are glad to let him go when he wants to and take him on for the moving season, because he is efficient. Ordinarily, however, the steady man is the best.

We believe the secret of success in handling drivers is not in systems, not in bonus or profit sharing plans, although these things may work out very well in certain cases. The fundamental and important thing is simple, straightforward man-to-man dealing.

Hire good men; treat them like men.

# EDITOR'S PAGE

## Publicity

**W**AREHOUSING as an industry has been occupying a position of obscurity in comparison with the national prominence which many other big organizations of a business character have attained for themselves.

The importance of warehousing can be impressed upon bankers, railroad and steamship interests, shippers who are not distributing through storage plants, and upon the public generally, through the creation of a national publicity headquarters.

It is such a clearing house, with a salaried secretary, which is purposed by Mr. Crutcher and Mr. Sweeting as representatives of the American Warehousemen's Association, Central Warehousemen's Club and National Furniture Warehousemen's Association's public relations committees.

The program of Mr. Crutcher and Mr. Sweeting, calling for the creation of a Public Relations Commission to labor for warehousing and financed by warehousing, is told of elsewhere on these pages.

A national clearing house for warehousing would result in the dissemination of the right kind of propaganda among the business interests of America. As an industry, warehousing is misunderstood in many quarters. This is because its functions have never been properly explained. Publicity given to warehousing's true place as a cog in business machinery would react to the advantage of all men engaged in the industry.

The forward-looking storage executive will not withhold a contribution to back the Crutcher-Sweeting project. It is a program too vital to the welfare of his industry to be passed over lightly. It is constructive, timely and progressive and deserves the approval of the directing boards of the American, Central and National.

## Good Service Gets Good Business

**A**GAIN the cry "Service!" is passed by shippers to the warehouse industry. This time the distributors are concerned regarding cleanliness in warehouses and the circumstance that many storage managers do not exercise care in handling out old stock before touching the new.

The situation is so important to the American Specialty Manufacturers' Association that the organization plans to discuss it at a convention in November. Its members are shippers whose products pass through public warehouses.

To the storage companies identified with the American Warehousemen's Association, President Morse urges that members handling cereals should close the cereal storage rooms once a year to disinfect.

The advice should be taken to heart by all warehousemen handling cereals, regardless of membership in associations. The warehouseman whose plant is cleanly will in the long run get and retain cereal accounts in preference to the warehouseman who is not interested in cleanli-

ness. Clean warehouses mean smaller losses for shippers. Similarly, the warehouseman whose practice is to handle out old stocks first is the warehouseman who will be chosen by traffic managers in preference to his indifferent competitor.

Warehouses are not overflowing the way they were during war times. The scramble for new business is becoming keen.

Cleanliness in warehouses, and movement of old stocks first, each is an indication of good service. And good service is more than ever before a getter of good business.

## Knowledge of Freight Rates

**A**NEW ENGLAND shipper whose products pass through scores of public storage plants received a letter the other day from a Middle West warehouseman soliciting business. The traffic manager wrote back saying that his company did not do sufficient business in the warehouseman's territory to warrant maintaining stocks in that particular storage plant.

Promptly the warehouseman replied that the freight rate situation would enable the shipper to distribute through that warehouse at a cost of only a cent and a half more per hundred pounds than by the shipper's present method. The warehouseman concluded with a direct question:

"Is not the advantage of having stocks on the ground in this territory worth the extra cent and a half?"

The traffic manager said to his assistant:

"Some day we're going to put a warehouse stock in that man's city. When we do, that warehouseman is going to get the business."

The answer is—

Knowledge of freight rates.

The New England traffic manager concedes that the extra cent and a half is worth the paying if he can get good warehouse service and have his stocks on the ground—as soon as his business gets big enough in that particular territory to make it necessary for warehouse stocks to be maintained there.

What impressed the traffic manager was, first, the promptness with which the warehouseman followed up the original solicitation of business; and, second, the argument advanced which showed that the warehouseman had made a study of freight rates.

This particular traffic manager is one of the vast army of shippers who hold the belief that the warehouseman to do business with is the warehouseman who possesses a knowledge of rail tariffs.

A year ago there were warehousemen who scoffed at the suggestion that it was any part of the storage executive's job to study freight rates. Competitive conditions in the warehouse industry are rapidly eliminating that attitude.

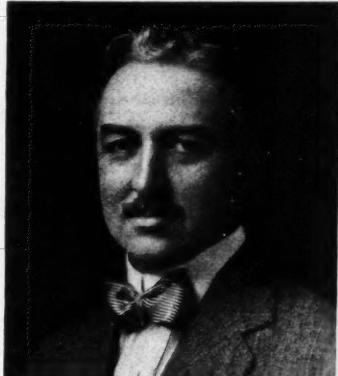
Knowledge of freight rates attracts new accounts, and new accounts mean profits. It is not a theory. It is being proven repeatedly.

## RULERS OF THE NATIONAL

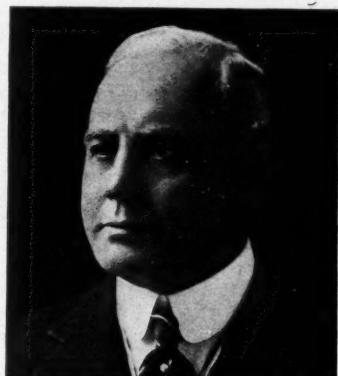
**Less Than Fifteen Months Old, the National Furniture Warehousemen's Association Has a Membership of More Than 500 Household Goods Storage Companies. These Men Are Among the Officers and Directors.**



CHARLES S. MORRIS  
*President*



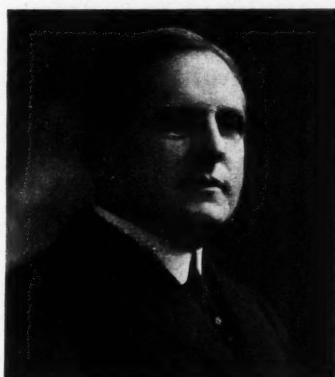
F. L. BATEMAN  
*Second Vice-President*



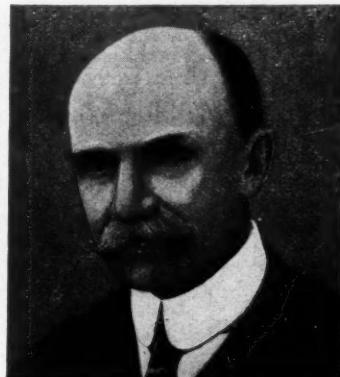
FRANK E. SCOBAY  
*Third Vice-President*



WILLIAM H. SCHAEFER  
*Executive Secretary*



JAMES F. KEENAN  
*Treasurer*



J. H. TROYER  
*Director*



WILLIAM L. SMITH  
*Director*



WALTER E. SWEETING  
*Director*



R. V. WEICKER  
*Director*

**Who's Who:** Mr. Morris, president of Metropolitan Fireproof Storage Warehouse Co., New York. Mr. Bateman, Chicago, president of Trans-Continental Freight Co. Mr. Scobey, president of Scobey Fireproof Storage Co., San Antonio. Mr. Schaefer, Chicago, National's executive and field secretary. Mr. Keenan, president of Haugh & Keenan Storage & Transfer Co., Pittsburgh. Mr. Troyer, president of North Shore Fireproof Storage Co., Chicago. Mr. Smith, secretary of Fireproof Storage Co., Cincinnati. Mr. Sweeting, general manager of Atlas Storage Warehouse, Philadelphia. Mr. Weicker, president of Weicker Transfer & Storage Co., Denver

## FROM THE LEGAL VIEWPOINT

*By George F. Kaiser*

*Mr. Kaiser is a practising lawyer who makes a special study of warehousing, transfer and automotive affairs*

### General Custom Is Not Binding When the Bill of Lading Specifies

THE Supreme Court of Appeals of Virginia held recently that where a bill of lading provided for delivery of a car at a particular crossing in Norfolk, a general custom on the part of the carrier to tender delivery of cars consigned to Norfolk in Port Norfolk, is not binding or admissible in evidence, for custome can never override the express provisions of the contract.

Suit was brought by the North Shore Improvement Co. against the New York, Philadelphia & Norfolk Railroad Co. and Walker D. Hines as Director General of Railroads. The court said:

"The bill of lading shows the shipment of the cement from Coplay, Pa., over the Lehigh Valley, New York, Philadelphia & Norfolk, and Norfolk & Western Railroads to North Shore Improvement Co., Colley Avenue siding, Norfolk, Va. The receipt offered in evidence is dated Feb. 6, 1919, and is for \$118.50 freight, and \$3.56 war tax. The receipt is on a printed form, apparently intended to give notice of the arrival of goods and other information. Stamped on the face of it is the date Jan. 30, 1919, and 'This car is held at Port Norfolk, subject to orders of consignee' and 'This car will earn demurrage from 7 a. m., Feb. 1, 1919, as follows—stating the amounts.'

"The agreed statement of facts shows that the plaintiff had notice of the arrival of the car and the amount of freight due thereon. It does not appear how this notice was given, or that the plaintiff had any notice of when the demurrage would begin, or that any had already accrued, or that the printed receipt was ever seen by any officer or agent of the plaintiff until the freight was paid Feb. 6, 1919. It affirmatively appears that later in the day upon which this payment was made the plaintiff was notified that there was demurrage because the car had not been delivered to the Colley Avenue siding. It thus fairly appears that at the time the freight was paid the plaintiff had no actual notice of any demand upon it for demurrage. Nor could the tariff filed with the Interstate Commerce Commis-

sion give constructive notice of demurrage charges if the car had not yet reached its destination. The statement of facts shows that—

"It has been the custom of the railroad for a number of years to tender at Port Norfolk cars consigned to Norfolk.

"But the car in question was not consigned to Norfolk, but to a designated siding in Norfolk. Furthermore, there is no sufficient evidence that this usage of the company, designated 'custom,' was so general as to charge the plaintiff with knowledge thereof, and it does not appear that he had actual notice. The existence of the usage, however, if known to the plaintiff, would not override the express provisions of a contract in conflict therewith. Contracts not contrary to a trade usage, and which are silent on the subject of the usage, are deemed to have been made with reference to such usage, because such is the presumed intention of the parties, provided the parties have actual or imputed knowledge of the usage. But if the contract deals with the subject of the usage and conflicts therewith, the contract prevails. Thus, if I contract for the construction of a brick wall at so much per thousand, saying nothing as to how the count is to be made, and there is a trade usage to estimate the number of bricks by allowing so many per cubic foot, I will be bound by that usage if I know of it, or if it was so general and universal that I ought to have known of it; but if I contract for the wall at so much per thousand, actual count, the trade usage is eliminated and the contract fixes the method of ascertaining the number of bricks to be paid for. (*Richmond v. Barry*, 109 Va. 274, 63 S. E. 1074.) So here it is immaterial how general and universal the usage may have been as to cars consigned to Norfolk, or what knowledge the plaintiff may have had thereof, the usage is eliminated as a part of the agreement of the parties, because the contract of the parties (the bill of lading) called for delivery of the car at a particular siding in the city of Norfolk. The contract is in conflict with the usage, if otherwise applicable,

and overrides it.

"Proof of usage can only be received to show the intention or understanding of the parties in the absence of a special agreement, or to explain the terms of a written contract. . . . In all cases where evidence of usage is received, the rule must be taken with this qualification, that the evidence be not repugnant to or inconsistent with the contract. (*Tilley v. County of Cook*, 103 U. S. 155, 162 (26L Ed. 374.) No usage can be incorporated into a contract which is inconsistent with the terms of the contract. (*Orient M. Ins. Co. v. Wright*, 1 Wall, 456, 17L Ed. 505.)"

Judgment was therefore directed for plaintiff. *North Shore Improvement Co. v. New York, P. & N. R. Co.*, 108 Southwestern Reporter.

#### A RECEIPT DECISION

IN the recently decided New York case of *Starr vs. Bermann*, 189 N. Y. S. pg. 174, it was held that a receipt given by the warehouseman to the customer related only to the transportation of the property and not to the storing of the same. The court in its opinion said:

"The only question involved in this appeal is whether the liability of defendant is limited to \$50. The action is brought to recover against the defendant, a warehouseman, for the loss of a trunk and contents belonging to plaintiff. Plaintiff testified that she notified defendant that she desired to store the trunk with him. Thereupon defendant's wagon, with his driver, called for the trunk and delivered it at defendant's warehouse. It was shown on the trial that the trunk was thereafter stolen. Respondent urges that the receipt given by defendant's driver when he called for the trunk limits defendant's liability. The receipt, so far as material, reads:

"Bill of lading. \* \* \* Received of Starr (plaintiff) \* \* \* one trunk to be delivered at storage \* \* \* charges paid."

"This is so manifestly a receipt for the mere transportation of the trunk that it does not seem necessary to call attention to the fact that this interpre-

tation is confirmed by the absence from the paper of some of the elements required by section 91 of the General Business Law (Consol. Laws c. 20) to appear in every warehouse receipt. The limitation, therefore, contained in the receipt, relates only to the liability of the defendant during the transportation to the warehouse. Subsequently, a receipt in the same form was given plaintiff when she paid for two or three months' storage; the only difference being in the date, and that the phrase 'To be delivered at' is followed by the numerals '6/12 8/14,' apparently referring to some dates covered by the charge; and the word 'charges' is followed by 'Pd. 75c.'

"It is evident from this incident, to which I attach no other importance, that the defendant used this receipt indiscriminately and without reference to particular liability or to the particular circumstances under which it was given. It may be added that the second receipt, given after the trunk had already been in storage for two or three months, did not have the effect of imposing a contract other than the simple one of storage, made originally verbally. *Starr v. Beerman*, 189 N. Y. S."

## AS TO RESPONSIBILITY

**L**Egal EDITOR, *Distribution & Warehousing*: Will you kindly advise when the transfer man's responsibility commences in connection with shipments arriving at destination? Does it commence at the time of paying the freight charges and taking up the expense bill or at the time the driver signs the company's receipt for the goods? This matter has come up for discussion several times and we have not been able to get any definite answer.—X. Y. Z.

**ANSWER:** As a common carrier of goods for hire you are not liable until there has been a delivery by the shipper and an acceptance on your part. The delivery may be either actual or constructive—actual by a real transfer of the goods; constructive by placing goods in the usual place for delivery to the carrier when such place has become fixed by custom or usage, or by delivery of warehouse receipts—and issuance of a bill of lading by the carrier's agent.

When the goods are ready for shipment and everything has been done by the shipper that is to be done, delivery to the carrier makes him liable as a carrier. If, however, they are delivered but something remains to be done by the shipper, the carrier holds the goods only as a warehouseman and is liable only for lack of ordinary care.

The decision in each particular case seems, therefore, to rest on the particular facts in that case.

## ANOTHER MAN'S TRUCKS

**L**Egal EDITOR, *Distribution & Warehousing*: We have been operating until recently a building used for the storage of goods and the transferring of shipments in transit from one truck to another truck. Trucks were frequently held in the building over night, but the

## A SUPREME COURT DECISION

**WASHINGTON**, Sept. 1—A decision handed down by the United States Supreme Court is of interest to the warehouse industry. The court held that a shipment placed on public delivery track of the carrier and not unloaded by the consignee during the 48-hour period was, within the meaning of the law, subject to carriers' liability as a carrier and not as a warehouseman.

The court pointed out that the first paragraph of Section 5 of the bill of lading referred to property not removed. The court held that the property had not been delivered; that access only was given to the property that it might be removed, and 48 hours were given for the purpose. Pending that time it was within the custody of the railroad company, the company having the same relation to the property in its care which it acquired by its receipt and which it had during transportation.

Property may be removed after the 48 hours and it is subject to a reasonable charge for storage and a carrier's responsibility as warehouseman only. After 48 hours, under the bill of lading, the carrier's responsibility is as warehouseman only.

The gist of the decision is the holding that while the car was on the team track during the 48 hour period, the property had not been delivered until it had been removed from the car.

The decision does not apply to property which has been delivered by placement on an industry track.

building was always under the care of a competent watchman.

A fire recently broke out and partly destroyed the building and its contents, viz: goods in storage, shipments in transit and trucks.

The owner of one lot of goods which was held in storage and destroyed has threatened suit because trucks were in the building at the time of the fire. Will you please advise if such a condition would in any way make this company liable under the circumstances for a lot of goods for which a regular warehouse receipt with the usual warehouse liability clause was issued?—M. E. Co., Newark, N. J.

**ANSWER:** I do not know of any good reason why it should. Your relation with the claimant was that of bailor and bailee apparently; you used reasonable care to protect the property stored with you by him, and I fail to see from your letter why the storage of the trucks should cause you to be held liable, if you were acting simply as a warehouse-

man for the customer. If, however, your relation was that of common carrier of the particular lot of goods belonging to the claimant, then, of course, you would be an insurer of the goods.

## DIGESTS

**R**ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Wash.) Debtor's delivery to creditor of unindorsed warehouse receipt, certifying that warehouseman would deliver stored automobile to debtor "or order \* \* \* upon the surrender of this receipt, properly indorsed," as security for indebtedness, did not transfer possession of the automobile to the creditor so as to constitute the transaction a pledge as against debtor's other creditors; the possession, in view of Rem. Code 1915, § 3369, remaining in the debtor.—*Hastings v. Lincoln Trust Co.*, 197 p. 627. Key No. 15 (3).

(Kan.) Where an elevator firm insures its own grain and that held in trust, against fire, the duty rests upon the elevator firm to make claim and proof of loss to the insurance company for the grain held in trust, and if it fails to do so it is liable to the owner thereof for the insurance which should have been collected.—*Farney v. Hauser*, 198 p. 178. Key No. 22.

(Miss.) Where a warehouseman contracts to store goods in a particular place, and breaches his contract and stores them in a different place, it is at his own risk, and he is liable for any damage or injury to the goods which occurs, even without his fault or negligence.—*Tallahatchie Compress & Storage Co. v. Hartshorn*, 88 So. 278. Key No. 24 (1).

(Okla.) Where property has been placed in possession of one of two defendants under a contract of bailment, and custody has been shifted by the original bailee to the other defendant, and a sale made to satisfy storage fees by the last custodian, but the sale is not made as provided by Rev. Laws 1910, §§ 825, 827, and the first bailee bids the property in, in a suit for conversion by the owner, and verdict returned against both defendants, held that it was not an unreasonable inference to find the guilt of both.—*Billings v. Porterfield*, 198 p. 94. Key No. 34 (7).

(Pa.) A trust company, which rents a safe deposit box to a customer under the usual conditions, is merely a bailee for hire of the contents of the box.—*Trainer v. Saunders*, 113 A. 681. Key No. 43.

## Geitz Company's Expansion

**S**T. LOUIS, Sept. 7—The Geitz Storage & Moving Co. has purchased two buildings in the vicinity of its offices at 4706 Easton Avenue. The first, at No. 4729-33, was bought from the Orcutt storage interests and will be used as a warehouse. The other structure, at 4648-50, will be used as a warehouse and a garage. About \$60,000 was involved in the transactions.

# WHAT'S WHAT IN NEW BUILDINGS

**XXV**

Lehigh Warehouse & Transportation Co.  
Newark, N. J.



**T**HE planning and building of two new storage structures for the Lehigh Warehouse and Transportation Co., Inc., of Newark, N. J., presented some very interesting features for the designers and builders, the Stanley-Wheeler Co., Newark. It was decided to use part of the earlier warehouse, shown at the right in the accompanying photograph, for offices, locker rooms, lavatories, etc., arranging the new buildings with convenient communication with this original structure and with each other, and at the same time give long loading platforms along two side tracks now in place and one proposed future side track; and also long platforms for loading and unloading trucks. The platforms, as well as the floors, are at the level of the freight car floors, and the grade of the driveways was so arranged that trucks would come level with the platforms.

For special trucks and excessive loads there is a gangway arranged to raise and lower by means of heavy tackle, permitting the handling of such goods as heavy machinery.

In the accompanying picture, the original building shown at the right was acquired and built with a view to the present new development; this structure stands 40 ft. wide and 100 ft. long. In its rear is the first of the two new structures; it is 40 ft. wide and 80 ft. long. To the left of the driveway may be seen here the second of the new warehouses; it is 50 ft. wide and 200 ft. long, the platform shown giving an additional width of 7 ft. The driveway is 40 ft. wide and is built of concrete. The arrangement of the platforms make it possible for twelve trucks to be handled at one time.

The new structures are built of concrete block and each is one story high. Solidity was sought rather than architectural effect. Floors are of concrete, figured to carry a load of 500 lb. for each square foot. Each roof is of slag, carried on steel trusses, the bottoms of which are 15 ft. above the floors, thus giving clear spans and great headroom for storage of merchandise.

The lighting is from overhead. Large skylights in each roof provide splendid general illumination for all parts of each building and at night high-powered electric lamps are used.

As these two new buildings are used as forwarding and distributing houses, a single floor for each is designed to be of distinct advantage as a time and labor saver.

Located within one mile of the center of Newark, the Lehigh company's warehouses are served with siding connection from the Lehigh Valley Railroad, cars being unloaded direct into the plants. This service will be supplemented when the proposed vehicular tunnel under the Hudson River to New York City has been completed; unnecessary cartage will be eliminated, as it will be possible to make deliveries to New York with one haul of only twelve miles. With this in mind, the company has acquired a large piece of property adjacent to its present structures for future development and care of increased business.

Negotiable warehouse receipts are issued and the company operates its own fleet of motor trucks.

Newark as an industrial city has more than 2000 manufacturers and serves a large population within a radius of fifteen miles.

# TWO

*A Bit Here*

Vol. II. No. 4

# BITS

*A Bit There*



Gotham, October, 1921

## Our Janitor Becomes a Beneficiary and Still Survives

Ye Ed. Frustrates Plots to Exhaust Our Stock of Matches. Cigars Are Yet in the Offing, with Christmas Nearly Three Months Away

IT is a pretty tedious job getting some cigars to go with the 9 doz. boxes of matches which Dan Bray, the Kansas City storager, gifted us with. Certain parties in San Francisco & Phila. may be under the impression that we have received cigars, but such is not the case, as herewith narrated:

From John J. Kellogg, Jr., editor of the *Pacific Drayman*, has come a parcel of six stogies. They were stogies, & 4 of them may still be, for all we know, as we tried puffing on only 2 of them & cast the others into the wastebasket.

From "Somebody's Stenog", Philadelphia, came 1 smoke, wrapped in a heavy cardboard pkg about 10 inches long. Under no circumstances was it a cigar.

Well, Ye Ed. don't mind being showered with stogies, because he doesn't have to smoke them; we can throw them away or give them to our dare-devil janitor, who is carrying heavy insurance. But the sarcasm, etc., in the letters which accompany the stogies—that is what hurts our feelings & sometimes we feel like offering the janitor our job in exchange for his.

Mr. Kellogg says our "plaintive wail" about no cigars to go with Dan Bray's matches touched the depths of his heart & accordingly he was sending a parcel in which were to be "some stogies like your humble servant smokes." Resisting our urge to comment on Mr. Kellogg's lack of tobacconistical acumen, we turn to his next remark: "Please use some of the matches on them," and our only comment is that we consumed an average of 13 matches trying to light each of 2 stokelloggs we undertook unsuccessfully to negotiate.

In justice to Mr. Kellogg we must publish that he warned us in advance, as follows: "You may find the stogies quite strong and your tongue may feel that it is 'bit here and bit there.'" As the wife of a certain American Mayor is alleged to have remarked to the Queen of Belgium when Her Royalness said the buildings were considerable high: "You said a mouthful, Queen."

Turning to the missive from "Somebody's Stenog," she asserts in part: "I am going to send you by parcel post

uno del productos de Habana—for your own private use." The u.d.p.d.H. proved to be 1 of the awfulest-appearing stogies ever inflicted upon any part of the American public. Even our janitor admitted it. And by donating it to the janitor we completely double-crossed "Somebody's Stenog", as may be fancied when you read of the motive of "Somebody's Stenog" as disclosed in this paragraph from her letter: "If you extinguish this (i.e., the stogie) often enough, the matches donated by our mutual friend Dan Bray should be about used up by the time you finish." The janitor supplied his own matches.

Well, this finishes the story advt. in the September *Two Bits* as "an amazing yarn of persuasion, seasickness and Pacific Coast peril." The persuasion happened when Mr. Kellogg undertook to induce us to lower our standards as to what constitutes a good cigar, the seasickness came each time we tried 1 of his stogies, each of which was in itself a Pacific Coast peril, & thus we have made good on our last mo.'s blurb.

All that remains now is for someone to send us some cigars to go with the 9 doz. boxes of matches which Dan Bray, the Kansas City storager, gifted us with.

### Fresh News Items

Walt Sweeting, the Phila. storager & publicity exponent, has gifted Ye Ed. with an elegant set of memoranda pads.

E. E. Little of the Am'n Whse Co. of Galveston was a recent caller at *Two Bits's* office in Gotham. From what I'd been reading, said E. E., I expected to find your place full of matches! & we explained: We have to hide them to keep Julian Chase our business manager from purloining them. We would have put quotes around the foregoing sentences but they take up space, which is scarce this mo. (Oct.) Call again, E. E.

C. G. Yates, the Greensboro, N. C., vapo-rub mfr. dropped in on Ye Ed. for a business chat of late. We noticed C. G. had a whole pocketfull of cigars but did he offer us one? To tell the truth, the answer is No. Call again, C. G.

Lee Cotter, the Ohio storager, vacationed at Lake Sunapee, our info. is, but we don't know what State that is in. Anyone interested as to that should write to Lee about it.

W. E. Halm, the Gotham dock co. prexy, vacationed in Maine, our info. is, but we forgot to find out what town. Anybody can learn by writing to W. E., however, if they are enough interested.

Ye Ed. was passing thru Boston of late & who should we run into but D. L.

Tilley, the Gotham dock co. assistant-to-prexy? D. L. was en route to Washington, tho as to why, we did not ascertain.

Hy Jacobson, demon chess player & Gotham storage bureau mgr, had to abandon all vacation contemplations this yr., on a/c he has acquired a new typewriter with 4 kinds of type, & business before pleasure is Hy's motto.

T. L. Morton, the Gotham B. & O. storager, dropped in at this office the other day & gave us a tip on a good story which we plan to publish exclusively soon. Our thanks, T. L., & call again.

H. L. Halverson, the Mnpls storager, has learned how to dance. This is a scoop for *Two Bits*.

H. H. Williams, traffic mgr for the Sterling Products Co., Wheeling, West Va., has gifted Ye Ed. with some of his excellent goods, viz.: 1 box of—well, you know what the co. makes. /!\*&&"-!!

Well Walker, the Chicago storager, vacationed by motorcarring thru New England, or are we misinformed? Well, if we are, say so & we will print a correction, tho we hate to do that as it makes it look like *Two Bits* is not reliable like it ought to be.

## *Card System for*

# CHECKING ACCURACY OF WAREHOUSE RATES

"RATING information cards" for use by merchandise storage executives have been adopted by the Maryland Warehousemen's Association. The general principles of the American Warehousemen's Association have been followed.

The advantage of utilizing cards of this character is that each card becomes a permanent record of valuable information and serves automatically to check the accuracy of the rate.

### Explanation of RATING INFORMATION CARD

(Not for barrels)

- 1: Weight—Get weight by weighing the package.
- 2: Length of Package
- 3: Width of Package } —Get from package.
- 4: Height of Package }
- 5: Cubic Feet—To find the cubic feet in a package multiply the length (2) by the width (3) by the height (4).
- 6: Square Feet—To find the square feet in a package multiply the length (2) by the width (3).
- 7: Weight per Cubic Foot (Density)—To find the weight per cubic foot, or density of a package, divide the weight of the package (1) by the cubic feet in the package (5).
- 8: Packages High—To find how many packages high a commodity can be piled: if the weight per cubic foot does not exceed 30 pounds, divide 8 1/3 feet (standard pile height) by the height of the package (4). If the weight per cubic foot exceeds 30 pounds, divide 250 lbs. (standard floor load) by the weight per cubic foot (7) (after deducting 5% for lost space for square package, and 10% for all other packages from weight per cubic foot). Divide the result by the height of the package (4).
- 9: Feet High—To find the number of feet high a commodity can be piled: Multiply the height of the package (4) by the number of packages it can be piled (8).
- 10: Cubic Feet per Package in the Pile—To find the cubic feet per package in the pile: if case goods, add 5% to the cubic feet in the package (5); if bags, bales, etc., add 10% to the cubic feet in the package.
- 11: Square Feet per Package in Pile—To find the square feet per package in pile: if case goods, add 5% to the square feet in the package (6); if any other kind of package, add 10% to the square feet in the package (6). Divide the result of each by the number of packages high (8).

This Maryland rating system covers goods stored in bulk lots of lot unit size. The usual increases are made for 1/3-1/10 of lot unit and for individual package delivery.

Illustrations and explanations presented herewith were furnished to *Distribution & Warehousing* by T. E. Witters, president of the Maryland association and vice-president and general manager of the Baltimore Fidelity Warehouse Co.

- 12: Weight per Cubic Foot in the Pile—To find the weight per cubic foot in the pile: divide the weight of the package (1) by the cubic feet per package in pile (10).
- 13: Weight per Square Foot per Package in Pile—To find the weight per square foot per package in pile: if case goods, add 5% to the square feet in package (6) and divide the weight of the package (1) by the result; if any other kind of package, except barrels, add 10% to the square feet in the package, and divide the weight of the package (1) by the result.
- 14: Floor Load or Weight per Square Foot on the Floor—To find the weight per square foot on the floor: multiply the weight per cubic foot in pile (12) by the number of feet high the commodity can be piled (9); or multiply the weight per square foot in the pile (13) by the number of packages high (8).
- 15: Rate Square Foot Method—To find the package rate by the square foot method: multiply the number of square feet per package in the pile (11) by your base rate per square foot, say 6 1/4 c. Result, package rate.
- 16: Rate Floor Load Method—To find the package rate by the floor load method: divide your base rate (say 6 1/4 c.) by the floor load (14). This will give the rate per 100 lbs. Multiply the weight of the package (1) by the rate per 100 lbs. Result, package rate.

Mr. Witters' comments regarding the foregoing:

"There appears to be a good deal of explanation of procedure, but the method is simple and accurate, and if kept in card form becomes a permanent record of valuable data."

### Explanation of RATING INFORMATION CARD for Barrels

(When piled on head)

- 1: Kind of Barrel—Ascertain the kind of barrel, viz, sugar, flour, oil (the contents of the barrel has no bearing on the rating for space occupied).
- 2: Height—Ascertain the height of the barrel by measuring it from chime to chime.
- 3: Diameter—Ascertain the diameter of the barrel by measuring it at the bilge.
- 4: Square Feet—To ascertain the square feet in the barrel for storage purposes: Multiply the diameter (2) by the diameter (2).

COMMODITY CANDY (TOOTSIE ROLLS)					KIND PGH: CASES										Rate @ 6 1/4	
PACKAGE					CAN FILE					IN FILE					Rate @ 6 1/4	
Dimensions in feet				On ft	Sq Ft on floor	Wt Pr	Not Over		Cu ft	Sq ft pr. ft.	Wt pr. ft.	Pr. sq. ft. pr. pkg. in pile	Floor load	Sqr. ft.	Floor Load Method	
Wt	L	W	H				8 1/2"	250#								
33	PEANUT	54	71	54.22	76.36	60.863	6	4.26	.5693	.1536	5.797	41.16	246.95	8350	8349	
1	92	83	4	5	6	7	8	9	10	11	12	13	14	15	16	
									Nº 1							

COMMODITY CARBIDE (CALCIUM)				KIND EKG: DRUMS												
BARRELS & DRUMS BASE AREA 12' WALL TO AISLE																
Size	Wt in Pds	Diam In Feet	Sqr Feet	TIMEs					Total Bbls	Sq ft on Pile	Sq Ft per pk	Ra in File	Ra Sq Pkg in pile	Rate per 100lbs	Min Computing Weight	Rate per 100 Excess Weight
				1	2	3	4	5							ACTION WEIGHT PERIODS	
1	ON HEAD 1.88 4.1	1.00 " " "	1.00 12.0	12.0	99				219	12.0	.55	6.25	3.44	2.5	138 250	ACTUAL WEIGHT PERIODS
	2	3	4					5	6	12.0	1.00	6.25	6.25	2.5	12	17
									N <sup>o</sup> 2							

COMMODITY	Cubic feet	lbs.-per cu.ft.	Weight	Can per box	Pile per box	Can per box	Pile per box
				Head	Head	Bilge	Bilge
CALCIUM CARBIDE	5 1.88	7 \$2.51	1	8	9	.8	.9
				2	3.76	4	4.00
1	2	3	4	5	6	7	8
				No. 3			

- 5: **Tiers**—The number of tiers high, barrels of a specific kind can be piled in standard pile 8 1/3 feet, depends on the commodity in it. To find the number of barrels which can be piled on the floor tier 120 square feet (lot unit): Divide 12 feet by the diameter of the barrel (3). Divide 10 feet by the diameter of the barrel (3). Multiply the results and the answer is the number of barrels which can be piled on the floor (or first) tier in 120 square feet. To find the number of barrels which can be piled on the second tier: deduct one barrel for each row (this barrel is lost by storing the upper barrels on the chimes of two barrels below it). The number of barrels in the third, fourth, fifth and other upper tiers is found by deducting one barrel from each row in the tier below it.
  - 6: **Total Number of Barrels**—The total number of barrels in the pile is found by adding the number of barrels in all the tiers together.
  - 7: **Square Feet on the Floor**—The square feet on the floor is found by multiplying the square feet of the barrel (4) by the number of barrels in the first or floor tier (5—1st).
  - 8: **Square Feet per Package in the Pile**—To fine the square feet per package in the pile, divide the square feet on the floor (7) by the total number of barrels (6).
  - 9: **Rate per Square Foot**—The rate per square foot is your storage base rate or the rate you must get to pay your operating expense, fixed charges and profit.
  - 10: **Rate per Barrel in Pile**—To find the rate per barrel in pile, or the revenue a barrel of the specified size or dimensions should pay: multiply the square feet per package in pile (8) by the rate per square foot (9).
  - 11: **Rate per 100 Pounds**—The rate per 100 lbs. is found by

dividing the rate per square foot (9) by the standard floor load (250 lbs.).

- 12: **Minimum Computing Weight**—To find the minimum computing weight, which will produce the proper revenue: divide the rate per barrel in pile (10) by the rate per 100 lbs. (11).

13: **Rate on Weight in Excess of Minimum**—To find the rate on barrels weighing more than the necessary minimum weight: multiply the actual weight by the rate per 100 lbs. (11).

## To Classify in a Rate Table—

No. 11: (Rate per 100 lbs.) should always be your base class rate.

No. 12: (Minimum Computing Weight) should be the minimum weight which would produce the proper rate in your base class.

No. 13: Barrels Weighing in Excess of the Minimum Computing Weight should be rated in your base class according to their actual weight.

**Explanation of  
RATE INFORMATION CARD**

## To Determine the Number of Barrels High a Given Commodity Can Be Piled

Use the accompanying card (No. 3) on the reverse side of the barrel card (No. 2).

Use the same method as is used for corresponding numbers on the card (No. 1) for packages other than barrels.

# READERS' FORUM

## **BEWARE**

## **The "Bill of Lading Crook" Is Resuming His Activities**

**E**DITOR *Distribution and Warehouses*: Perhaps it may be of interest to you and the readers of your publication to be advised that another "bill of lading crook" has been operating in this section of the country, having fraudulently obtained \$375 from the Pople Transfer Co., Trinidad, Colo., as set forth in a letter which we have received from the local agent of the Atchison, Topeka and Santa Fe Railway Co., the substance of which is as follows:

"A few days ago the Pople Transfer Co. of Trinidad advised our agent there that about a week previous a party called at their place of business and presented bill of lading, B. & O. issue, dated Cincinnati, Aug. 12, Consignor —, Consignee —, Trinidad, Colo., routed by B. & O. and F. & D., loaded in B. & O. car, as follows: One Hudson super-six 1920 model, 1 piano, 3 barbers

chairs and fixtures, and various household goods.

— Party who represented himself as Mr. \_\_\_\_\_ stated he was unable to obtain house or vacant room suitable for barber shop and he wished to store load with the transfer company. The bill of lading showed prepayment of \$260 and \$6.65 tax paid with stamp reading 'Received by B. & O. in apparent good order, Aug. 12, 1921; bill of lading signed by G. E. Getsinger, agent B. & O. R. R.'

"This man then asked Pople to cash a certified check for him amounting to \$375, which was done and the bill of lading left with Pople people as collateral. After waiting arrival of car, Pople inquired of our agent if such a shipment had been received by us; he also called on D. & R. G. and C. & S. agents and learned car had not been received. He wired agent of the B. & O. at Cincinnati,

who replied that no such shipment had been made and no such B. & O. car as shown on bill of lading had been loaded at his station. The check was returned by bank unpaid.

"Of course the Pople Transfer Co. is holding the sack, and am giving you this for your information.

"(Signed) G. V. Omohundro, agent,  
A. T. & S. F. and C. & S. R. Rs."

Our recollection is that this scheme of operation was carried on quite extensively through the Middle West a short while back, but that the guilty party was apprehended, tried and convicted being sent to prison.

victed, being sent to prison.  
Perhaps it would be well to publish this information as a protection to your readers, who may be called upon to furnish money under similar circumstances.  
—C. F. Barrett, *The Weicker Transfer & Storage Co., Denver Col.*

# EQUIPMENT

NEWS AND REVIEWS

## DOWNTWARD TREND IN MOTOR TRUCK PRICES

CUTS in prices of motor trucks have been made by various companies as follows:

Make	Capacity	Prices
	Tons	Old New
Atlas	1	\$1,765 \$1,550
Atterbury*	1½	2,775 2,475
Atterbury*	2½	3,375 3,175
Atterbury*	3½	4,175 3,975
Atterbury*	5	5,575 4,975
Bell	1	1,650 1,495
Bell	1½	2,250 2,100
Bell	2½	2,750 2,550
Chevrolet	¾	820 745
Chevrolet	1	1,225 1,125
Defiance	1	... 1,695
Defiance	2	... 2,275
Ford	1	345 295
Harvey	3½	4,300 3,950
Harvey	5	5,200 4,500
Kissel†	1½	2,775 1,975
Kissel†	2½	3,475 2,875
Kissel†	4	4,475 3,675
Kissel†	5	5,085 4,085
Lansden**	1	2,350 1,850
Lansden**	2	2,750 2,250
Lansden**	3½	3,650 2,950
Lansden**	5	4,300 3,950
Lansden***	½	1,950 1,400
Lansden***	¾	2,200 1,600
Lansden***	1	2,350 1,850
Lansden***	2	2,750 2,250
Noble	1½	2,585 2,400
Noble	2	2,825 2,675
Noble	2½	3,150 2,950
Noble	3½	4,030 3,800
Olds-Economy	1	1,325 1,175
Olds-Economy	1	1,395 1,245

\*F.O.B. Buffalo; U. S. war tax not included.

\*\*Chain drive.

\*\*\*Chainless drive.

†Including body; F. O. B. factory.

||Chassis with cab.

|||Chassis with express body and top.

## "TRUCK-GRIP" CHAIN

THE "Truck-Grip" chain for use on motor truck wheels has been placed on the market by the Truck-Grip Chain Co., Inc., New York, after having been tested throughout the winter by the American Railway Express Co., which has adopted it as standard equipment. The manufacturers claim a saving of about 30 per cent. in tire wear and a much lower chain up-keep, due to the fact that the device allows the chains to creep in between the spokes of the wheel. The chain can be snapped on the retaining ring in less than a minute's time without the use of tools or without moving the vehicle, it is stated. The arrangement is such that entire flexibility

is obtained as to the number of cross links used. In case one wheel only encounters bad ground, as frequently happens in running off the side of the road, all or part of the links from the opposite

press, canopy top, grain body, stock rack, bus, screen inclosed, platform stake, and double deck.

Before placing the new truck on the market the manufacturers conducted practical tests for a year in a large number of wide scattered cities throughout the country, taking in virtually every kind of road and climatic condition, as well as general topography. These tests were in the hands of laymen drivers who were required to record and submit to the Republic factory details as to performances of the sample "Rapid Transits" under varying operating conditions. The reports were analyzed and checked, after which indicated improvements were made before production was begun.

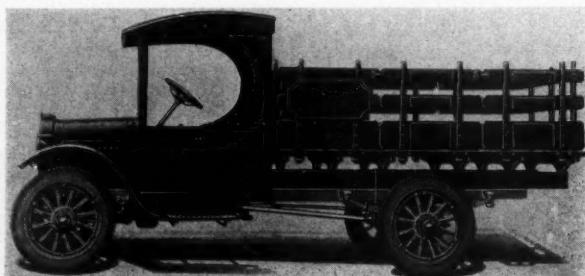
Capacities are ¾, 1, 1½, 2½ and 3½ tons. Price for type with platform stake body and open cab—for warehouse and transfer use—with cord tires, electric starter and lights, is \$1,490 f. o. b. Alma, Mich.

## Iredale to Build

EVANSTON, ILL., Sept. 1—A contract for the erection of a four-story and basement fireproof household goods warehouse, 60 by 75 feet, at 560 Center Avenue, Winnetka, Ill., has been let by the Iredale Fireproof Warehouse of this city. It is planned to have the new building ready for occupancy about Nov. 15. Territory north from Evanston to Highland Park will be served.

## Pacific Coast Association's Picnic

MANHATTAN BEACH, CAL., Sept. 5—The semi-annual picnic of the Pacific Coast Furniture Warehousemen's Association was held here to-day. Business was entirely in the background. A day of boating and swimming was followed by a banquet to-night.



"Rapid Transit" truck which the Republic company has placed in production

# *Warehousing's Viewpoints on Port Terminal Charges*

**Presented to Interstate Commerce Commission by Representatives of  
American, Massachusetts and Norfolk Associations**

By J. A. LESLIE, JR.,

NORFOLK, VA., Sept. 22.

**D**ISCLOSURES which may result in a general revision of methods and practices on the part of railroads with regard to port terminal charges have featured the proceedings thus far of the Interstate Commerce Commission hearings, begun here on Sept. 19 and scheduled to extend throughout the South Atlantic and Gulf ports for the purpose of obtaining full information to be used by the Commission in determining just what is the matter with American commerce, and applying the remedy for the ills of trade.

Commissioner Mark W. Potter was present at the opening of the hearings here, which is in charge of Examiner J. B. Keeler of the Interstate Commerce Commission. Commissioner Potter outlined the intention of the Commission, and intimated in the beginning that the hearings may be extended to include all ports on the Atlantic coast.

An important array of warehousemen, railroad officials, shippers' representatives and others interested, from all points on the Atlantic coast from Boston to New Orleans,

presented their formal appearances when the hearings opened, and have remained during the sessions of the investigation which promise to be of much longer duration than was anticipated. The first four days of the inquiry were taken up by railroad officials in an effort to extricate from their tangles some sort of concrete statement of costs of operation of railway terminals. One of the results of this period of cross-examination was the development that railway accountants had failed to prepare statements of property valuation, making it impossible to arrive at definite statistics on which to base rates for terminal service.

Col. J. C. Oaks, United States District Engineer, who has sat with the Examiner during the hearing, opened the investigation on behalf of the Government and gave it as his unqualified opinion that rates charged by railroads for terminal service must be increased to establish some fair basis on which independent warehouses may hope to operate at a profit, and thereby encourage private capital toward investment in additional terminal and waterfront facilities.

**S**PEAKING for the port of Hampton Roads, which he represents, Colonel Oaks made it plain, being supported by ample statistics, that at present the operation of private warehouses is unprofitable, and that this is working a serious handicap on commerce because of the fact that the railroads are making no improvements or additions to their waterfront properties. He contended, for the Government, that railroads should segregate their terminal operations from the business of the carriers, and allow independent concerns to do business on a profitable basis.

Railroad witnesses took the stand on the first day of the hearing, and remained there for four days in an effort to show what their terminal rates actually were. Representatives of the Norfolk & Western and Chesapeake & Ohio railways declared that unless the Commission's investigation extends to ports on the North Atlantic, to make terminal charges uniform, the railroads operating into Hampton Roads cannot increase terminal charges because such action would allow competitive ports such advantage that the local lines would be practically forced out of the export business.

Whereupon local shipping interests en-

## WAREHOUSING WANTS:

1. Terminal charges to cover cost of service.
2. Elimination of absorption of terminal charges into the rail rate for haul.
3. Complete divorce of terminals from railway piers.

The foregoing are the substance of contentions presented on behalf of the public storage industry before the Interstate Commerce Commission at Norfolk by George S. Lovejoy, S. G. Spear, Chester B. Carruth and Arthur P. Jones.

Mr. Leslie here tells what took place at the first of the hearings ordered by the I. C. C. in the investigation of conditions at South Atlantic and Gulf ports.

tered their contention that the investigation should extend to all ports for the sake of uniformity, and to eliminate the possibility of unfair competitive rates to the disadvantage of Hampton Roads. Business interests in this section are unwilling to consider any increase in ter-

minal charges which might eliminate the uniformity of rates, and are prepared to make their recommendations to the Commission.

Another element entering into the investigation is that of the shippers, including the tobacco, cotton and fertilizer interests of the South, who are contending, through J. H. Cottrell, their legal representative, that not only would an increase in terminal charges by the railroads be unfair, but that the charges at present are even too high. For two days cross-examination on these points by Mr. Cottrell brought out voluminous technical testimony, ending in the discovery that railway accountants had not been provided with statistics on property valuation, rendering an absolute basis of costs impossible at this time.

George S. Lovejoy, Boston, vice-president of the American Warehousemen's Association and chairman of its railways and steamships committee; S. G. Spear, Boston, member of the latter committee and of the A. W. A.'s Central Bureau committee, and Chester B. Carruth, Boston, actuary of the Massachusetts Storage Warehousemen's Association, have followed the hearing step by step on behalf of the general warehouse interests, and have furnished data and rec-

ommendations for the solution of the problems in which the independent warehousemen are involved. Arthur P. Jones of Jones & Company, and spokesman for the local warehousemen, has been in cooperation with the visiting warehousemen, and they have prepared for the commission concrete testimony designed to assist in regulating the charges for service in such a manner that all interests involved may secure equal advantages.

The direct cause of the investigation emanated from the United States Engineers, and runs into the same problems, from the Government's standpoint, as confront the public warehousemen. The lack of uniformity of methods and practices in all ports, by eliminating charges which should be paid for and not having a suitable basis for making rates, is the main difficulty arising out of the situation.

The principal purpose of the American Warehousemen's Association, as stated by Mr. Lovejoy and Mr. Spear to the Examiner, is confined to presenting to the Commission a standardized basis of rates on which the individual warehousemen, railroads or other terminal operators can compute rates, so that they will be equitable as between different commodities in their respective warehouses. The rates the association has prepared are designed to produce an equal net revenue from every class of commodity, whether stored in bulk or otherwise, in large quantities or small.

Possible remedies for the existing situation submitted to the hearing by Mr. Lovejoy and Mr. Spear, acting in conjunction with each other as representatives of the general warehousing industry, were as follows:

#### Warehousing's Suggestions

1. A scale of terminal charges sufficient to cover the cost of service and to provide a reasonable return on the investment, enabling private terminals to operate, with the railroads obliged to pay them such charges for services actually performed.

2. Elimination of the practice of absorption of terminal charges into the rate for the haul. This remedy, widely advocated, clearly presents difficulties in application, and would necessitate a complete revision of rates to and from water points, the warehousemen pointed out.

3. Complete divorce of terminals from railway piers, and putting them in the hands of the Interstate Commerce Commission, the latter making rates for the different ports on a scientific basis. All private terminals would be allowed to qualify for operation under the jurisdiction of the Commission if the necessity for same could be shown as well as their suitability for operation in connection with the transportation companies.

Mr. Carruth presented the details of the scientific method adopted by the American Warehousemen's Association for getting the rate-making base, giving concrete cases in connection with its operation. Mr. Spear gave instances of the practical workings of the plan.

The testimony by the warehousemen

showed that in some ports vessels do not pay wharfage charges on merchandise; in other ports a charge is placed on vessels, but none on the goods carried; in still others the steamship companies lease the piers and handle the terminal business to suit themselves. This is the problem, the warehousemen showed, which varies in different ports and which they declared should be made uniform if the business is to be placed on an equitable basis.

The general opinion of the hearing thus far appears to be that a charge should be made to the vessels in all ports, and that they should pay a part of the revenue which is now paid by the shippers, or which is given by the railroads free of charge.

During the first four days of the hearing, when the railroads occupied the

#### NEXT MONTH

**SUBSEQUENT** to the developments set forth in Mr. Leslie's accompanying article, testimony was presented at the Norfolk hearing by Chester B. Carruth, Boston, actuary of the Massachusetts Storage Warehousemen's Association; S. G. Spear, Boston, of the Central Bureau committee of the American Warehousemen's Association; George S. Lovejoy, Boston, vice-president of the A. W. A.; and Arthur P. Jones and W. Barham Jones, respectively president and secretary of Jones & Co., Norfolk warehousemen.

The testimony of these men in its relation to warehousing will set forth in an article by Mr. Leslie in the November issue of *Distribution & Warehousing*.

stand, no statistics regarded as of a vital nature to the investigation were set down as final. Additional figures to be compiled by railroads are likely to be offered at subsequent hearings, it was announced.

F. W. Gwathmey of Washington, representing southern lines, has figured prominently in the hearing, cross-examining witnesses in an effort to show that the railroad charges at terminals are as they should be. The railroads have shown a willingness, during the hearing, to permit of an increase in their terminal charges provided such increases are made uniform, although they are willing to continue giving free service, or comparatively free service, and depend upon the volume of the haul for their revenue, charging terminal service against this.

The general belief is that the Commission will extend the scope of its investigations to cover the entire Atlantic coast, as result of developments during the hearing started here. Examiner Keeler intimated that the proportions of the investigation are somewhat greater than the Commission anticipated.

Local interests believe that the investigation started by the Commission, if it follows the course pursued thus far, will be practically interminable. The tendency on the part of representatives of various interests involved in the terminal charge controversy has appeared to be toward including in the investigation various allied phases of the warehousing, handling and wharfage business which were not specifically outlined in the original call for the hearings.

#### Purposes of Commission

Thus far in the hearing the actual concrete testimony strictly in line with the controversy between the warehousemen and the railroads has not been great. Technicalities, involving minor points, have consumed the greater portion of the time of the investigation.

In opening the hearings Commissioner Potter outlined the purposes of the Commission in calling for the investigation.

"The Interstate Commerce Commission," he said, "expects these hearings to develop an accurate word picture of the situation at the South Atlantic and Gulf ports, a picture the Commission will study before announcing its findings and issuing rules to govern their handling of export and import commerce. The result of the investigation may increase charges made at some of the ports, and it may lower some, but it will promote the natural flow of commerce along natural lines."

Among the representatives of the various interests who have presented their formal appearances at the hearing are George S. Lovejoy and S. G. Spear, American Warehousemen's Association; C. B. Carruth, Massachusetts Storage Warehousemen's Association; Arthur P. Jones, Norfolk warehousemen; Arthur G. King, Norfolk Port Commission, operating municipal terminals; William Holmes Davis, Hampton Roads Maritime Exchange; F. W. Gwathmey, Atlantic Coast Line, Seaboard Air Line, and Central of Georgia railways; Mayor John P. Grace, city of Charleston, S. C.; Richard H. Cochrane, Norfolk & Western railway; W. M. McGee, Southern, Mobile & Ohio, and associated railways; Harvey M. Dickson, National Lumber Exporters' Association, Baltimore; Commissioner Alexander Forward, Virginia State Corporation Commission; J. S. Farriss, the Georgia-Florida Sawmill Association; W. E. Gardner and W. D. Nelson, Jacksonville, Fla., interests; Joseph L. Young, the Buxton Line; C. W. Roach, Texas & Pacific Railway; H. B. Friedman, Atlanta cotton and vegetable oil interests; A. J. Young, International Agricultural Association; T. A. Barden, Virginia-Carolina Chemical Co.; J. H. Cottrell, southern fertilizer interests; Thomas J. Burke, Charleston Traffic Bureau, and W. A. Cox, Norfolk Chamber of Commerce.

The hearing drew, in addition, large number of informal representatives of interests which will be affected by any change made in terminal conduct, the majority of whom did not file their appearances but attended merely as spectators.



*Bird's-eye view of New Orleans public cotton warehouse—Mississippi River and ocean-going steamships at right*

## Public Cotton Warehouse at New Orleans

WITH its present storage capacity of 320,000 bales, and its ultimate increase to 3,000,000 bales, the publicly-owned and operated cotton warehouse at New Orleans represents one of the most important commercial ventures ever undertaken by a sovereign State.

This massive structure of reinforced concrete, situated on the East bank of the Mississippi River about two miles from the center of the city's business district, represents a cash outlay to date of \$6,800,000.

The buildings stand on one hundred acres of land, most of which was recovered by pumping silt from the river and building up the low banks above high water mark. The warehouse and terminal are equipped with every practical device for the saving of time and money.

It has three great extra-high density compresses through which compressed bales from the interior pass and by which the bales are reduced to about half the size of ordinary compressed bales, or to about one-quarter the size of the ordinary plantation bale. In this way a saving in ocean freight rates is effected,

amounting sometimes to as much as \$3 a bale.

All of the trucking is done by electric trucks. One man can move ten to twenty bales to and from any part of the warehouse in one operation, whereas with hand trucks one man could only move one bale, as each weighs in the neighborhood of 500 pounds.

Beside the press room, the warehouse at present consists of five storage units, each fireproof and equipped with sprinkler systems; and six large ranging yards for clients. The compress room has trackage for thirty railroad cars and on the river side several steamships can load at the same time.

The unloading capacity is 7500 bales from cars and the same amount can be loaded on steamships or barges. Thirty-six 2-ton electric cranes coupled with thirty-six automatic trucks render the operation rapid and efficient.

The warehouse is owned by the State of Louisiana and operated by the Board of Port Commissioners of the Port of New Orleans, commonly called the Dock Board. This Board consists of five mem-

bers appointed by the Governor.

The Constitutional Convention has just decided to permit the Dock Board, which has jurisdiction also over the port's commerce, the grain elevator and the inner-harbor canal, to issue bonds up to the extent of \$65,000,000. About \$35,000,000 has been issued to date, mostly during the past few years.

Warehouse receipts issued against cotton stored at the public warehouse are thus backed by the State and the cotton is inspected and certificated by the Inspection Bureau of the New Orleans Cotton Exchange.

During the year ending August 31, 1920, the plant handled 526,000 bales out of 1,366,737 bales received at this port. Some ten or twelve privately owned plants handled the remainder.



*Automatic truck moving cotton at the public warehouse at New Orleans*



*Electric crane in operation at New Orleans*

## WAREHOUSE DELEGATION SAILS FOR THE ORIENT

F. L. Bateman, T. Y. Leonard and P. J. Mills Are Guests of Canadians Prior to Departure

VANCOUVER, B. C., Sept. 15.—Passengers of the steamship Empress of Russia which sailed to-day from Vancouver, included F. L. Bateman, Chicago, president of the Trans-Continental Freight Co.; T. Y. Leonard, president of Leonard Warehouses, Inc.; P. J. Mills, president of the White Line Transfer & Storage Co., Des Moines; and H. E. Stevens, Etope Stevens Paper Co., Detroit, together with their wives and families.

The party is on a four months' tour which will take in cities in Japan, Korea, Manchuria, North China, South China, the Philippines and Hawaii. Warehousing and transportation conditions in those countries will be studied. Mr. Bateman before his departure reiterated his promise to tell warehousing what he finds of interest to the industry, through a series of letters to *Distribution & Warehousing*. He planned to have the first communication reach New York in time for publication in the December issue.

While in Vancouver awaiting the departure of the steamship the warehousemen were guests of Fred Crone, president of the Canadian Storage and Transfermen's Association and president of the Independent Van & Storage Co., Ltd., and Charles E. Campbell, president of Campbell's Security Fireproof Storage & Moving Co., Ltd., and managing director of the Vancouver *World*.

Through the courtesy of the city's Board of Works, of which Mr. Crone is chairman, and F. L. Fellowes, city engineers, a trip was arranged up the Capilano Canyon to the properties of the Capilano Timber Co. There the visitors were entertained by General Manager Johnston, who provided a special train which carried the party ten miles up the mountain gorge to the company's timber limits, where trees 200 feet high were being felled and logs six feet in diameter were being cut and loaded on trains for transportation to the water's edge. A photograph of the party was taken and the guests were entertained at luncheon at the company's quarters, followed by a motor car trip up the highway leading to the canyon. Later the men, together with the directors of the Cartage & Storage Association of British Columbia, were the guests of Mr. Crone and Mr. Campbell at an informal dinner at the Terminal Club here. The wives and families were entertained by Mrs. Crone and Mrs. Campbell at dinners, theatre parties and golf.

Letters mailed prior to Oct. 23 to members of the warehousing delegation should be addressed care of the American Express Co., 11 Queens Road Central, Hongkong, China; prior to Nov. 13, care of the American Express Co., Inc., 73 Settlement, Yokohama, Japan; and prior to Dec. 10, care of American Ex-

press Co., Moana Hotel, Honolulu, T. H. In the lower left corner of the envelope should be written "Bateman Party, American Express Travel Department." The dates given are those on or before which letters should be mailed from points on the Atlantic Coast. From western points the dates will be from one to five days later, according to the distance from New York.

The party plans to arrive at San Francisco on Jan. 3 on the steamship Maiu on the return voyage from Honolulu.

## PUBLISHERS ORGANIZE AN INDUSTRIAL SCHOOL

NEW YORK, Sept. 26.—The New York Business Publishers Association, of which *Distribution and Warehousing* is a member, has inaugurated a course in industrial publishing which is open to all who are interested in this field.

The course is designed primarily for the benefit of members of the editorial and business staffs of trade and tech-

## MATERIAL HANDLING EQUIPMENT

A WAREHOUSE terminal can cut its costs of operation by installing the right kind of labor saving devices. The cost-cutting machinery in use at the warehouses of the American Dock and Pouch terminals in New York is described in an article written for *Distribution and Warehousing* by A. B. Pouch, president of the American Dock Co. and of the Pouch Terminals Co.

This article, illustrated, will appear in the November issue.

"No one pays for the material handling equipment which lowers the cost of handling and storing the goods which enter and leave the warehouse. It pays for itself."

nical periodicals. Among the topics covered are:

Distinctive features of industrial publishing, its code of ethics, personal qualities required for success, getting the right kind of articles, securing accurate reports and data, building circulation, creating advertising, departmental management, service to the industry, service to advertisers, and basic policies.

"We look upon this undertaking," said H. M. Swetland, president of the United Publishers Corp. and chairman of the educational committee which directed the organization of the course, "as one of the most important steps ever taken toward making industrial papers even more valuable to their readers and advertisers.

"Our own prosperity will grow in direct proportion to our growth in ability to render useful service."

## SAN FRANCISCO SURVEY CONSIDERS WAREHOUSES

SAN FRANCISCO, Cal., Sept. 14.—Distribution and transportation, with decision on zones for industrial plants and warehouses, are playing large parts in the San Francisco plan devised by Dr. B. M. Rastall and backed by the united commercial and civic bodies of the city under the lead of the Central Bureau of San Francisco Organizations. The object of the plan is to fit San Francisco for a leading place among cities on the Pacific Coast and to prepare it for the handling of the tremendous trade of the Pan-Pacific nations. Attention was first drawn to the need of this plan when the San Francisco Chamber of Commerce, through its research bureau, learned that of the \$200,000,000 worth of raw materials imported into the United States in 1920, more than 75 per cent came through the ports of the Pacific Coast.

As a foundation for this re-zoning of the city, and gradual reconstruction of the business, industrial, residential and shipping sections, it was early recognized that transportation, distribution and storage are most important. Consequently, the first step taken by the Central Bureau was a survey of the industrial situation. This has been undertaken by 150 of the leading students of the department of economics of the University of California. The survey is designed to show the exact condition of San Francisco's industries; the location of zones considered best for warehouses; streets best adapted for the use of heavy vehicles for freight transportation, and the thoroughfares which can be used to the greatest advantage for the distribution of foodstuffs and other commodities to local consumers.

Suggestions undoubtedly will be forthcoming for larger warehousing districts.

The industrial survey has three purposes:

1.—To disclose opportunities for new enterprises and to bring out present and developable advantages of location.

2.—To provide a reservoir of facts regarding mercantile, industrial and civic institutions for use in a general information service.

3.—To afford a basis for making intensive studies and briefs of group interests throughout San Francisco.

## Los Angeles Companies Become Boosters

LOS ANGELES, Sept. 13.—Six local warehouse companies to-day subscribed their support to the plans of the All-Year Club of Southern California to raise \$300,000 a year for three years to advertise Southern California—Bekins Fireproof Storage, Los Angeles Warehouse Co., Prudential Storage & Moving Co., National Fireproof Warehouse Co., Fidelity Fireproof Storage Co. and Hollywood Fireproof Storage Co.

Support had been previously promised by the California Fireproof Storage Co., Lyon Fireproof Storage Co. and the Shattuck & Nimmo Warehouse Co.

## CLEVELAND ASSOCIATION HOLDS ANNUAL OUTING AND BASEBALL GAME



**T**HE annual outing of the Cleveland Furniture Warehousemen's Association was held at Dover Inn on Aug. 26, twenty-three members and fifteen guests attending, the guests including freight agents and cashiers representing the Trans-Continental Freight Co. and the Erie, Pennsylvania, Wheeling & Lake Erie, Baltimore & Ohio, New York, Chicago & St. Louis and C. C. C. & St. L. railroads. A baseball game was played and the freight agents defeated the storage executives; score, 14 to 7. In the above photograph, reading left to right:

**Bottom row**—H. T. Hager, Erie R.R.; Frank Laughlin, Erie R.R.; G. E. Richards, Pennsylvania R.R.; B. R. Brennan, C. C. C. & St. L.; J. M. Moyer, N. Y. C. & St. L.; E. D. Shenk, Wheeling & Lake Erie; W. H. Levalley, C. C. C. & St. L.; F. W. Greer, Pennsylvania R.R.; W. F. Yost, Pennsylvania R.R.; H. S. Walker, Pennsylvania R.R.; F. R. Wooldridge, Pennsylvania R.R.; C. C. Hill, Pennsylvania R.R.

**Center row**—W. H. Turner, Lincoln Fireproof Storage Co.; Thomas Heil, Jr., Windemere Transfer & Moving Co.; L. A. Roller, Lakewood Fireproof Storage Co.; A. W. Neal, Neal Fireproof Storage Co.; W. R. Kissick, Neal Fireproof Storage Co.; J. J. Gund, Lakewood Fireproof Storage Co.; W. R. Thomas, Lincoln Fireproof Storage Co.; C. J. Neal, Neal Fireproof Storage Co.; H. H. Hawkins, Garfield Moving & Storage Co.; O. L. Scott, Scott Brothers Fireproof Storage Co.; L. J. Weiss, Andrews Fireproof Storage Co.; L. A. Roelle, Trans-Continental Freight Co.; William E. Joslin, Scott Brothers Fireproof Storage Co.

**Top row**—George A. Rutherford, Lincoln Fireproof Storage Co.; John Becker, Becker Company; A. B. Peek, Lake Shore Moving & Storage Co.; W. C. Kasper, Euclid Ave. Fireproof Storage Co.; R. H. Woodruff, Andrews Fireproof Storage Co.; Elmer Becker, Becker Company; J. S. Thrasher, Euclid Ave. Fireproof Storage Co.; W. J. Norton, G. R. Littell, B. & O. R.R.; Thomas E. Prince, Garfield Moving & Storage Co.; R. L. Shook, Scott Brothers Fireproof Storage Co.; T. J. Moffett, Lincoln Fireproof Storage Co.; R. M. Andrews, Andrews Fireproof Storage Co.

## Pittsburgh Commercial and Financial Interests Organize Merchandise Distribution Routes

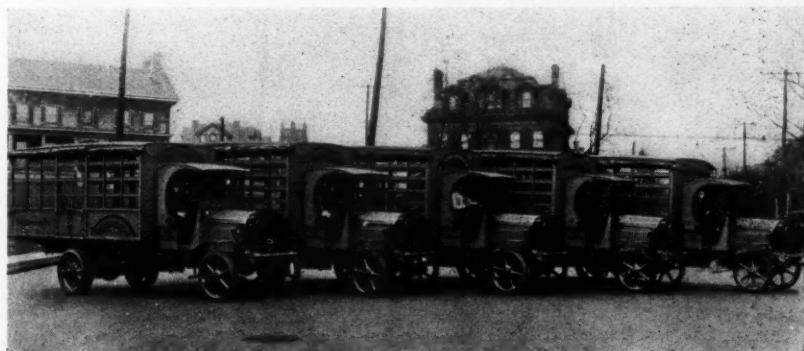
Pittsburgh, Sept. 1.—Encouraged by the Pittsburgh Board of Trade and local financial interests the Rainbow Lines, Inc., has been organized, with a capital stock of \$450,000, for transportation of commodities along routes radiating from Pittsburgh—taking in Wheeling, West Va.; East Liverpool, Wellsville, Steubenville and other Ohio points, and various Pennsylvania cities including Waynesburg, Uniontown, Washington, Johnstown, McKeesport, New Castle and Rochester.

A central freight terminal has been established here, and warehouse and terminal plants are being established in other cities, such as the two-story structure with 40,000 square feet of floor space at Connellsville.

Selden trucks of 3½ ton capacity are being placed in operation in fleets of five and eventually thirty will be in use. With these all kinds of freight is being

transported on one day schedule at rates averaging from 50 cents to \$1. per 100 pounds. The trucks operate with an average load of 6,000 pounds, the cost

being approximately \$25 daily, including all items of fixed and variable charges and drivers' wages. Trucks have been averaging from 70 to 100 miles a day.



Selden trucks operated by Rainbow Line of Pittsburgh

## APPLICATION FILED FOR RESTORED RATE BASIS

Terminal Tariff Situation on the Pacific Coast of Interest to Shipper and Warehouseman

SAN FRANCISCO, Sept. 12—The long-expected application of the railroads for a restoration of the terminal rate basis from points in eastern defined territory to Pacific Coast ports, which obtained before the Panama Canal was closed due to war conditions, has been filed with the Interstate Commerce Commission, and copies of it have been distributed especially in California, where everyone from State and city governments to individual distributors and storage men at the western terminals of the transcontinental railroads are vitally interested in the outcome.

The following points are named as the terminals to which the proposed rates would apply; if the application is granted it will result in lower rates to these terminals than to intermediate points:

British Columbia—Victoria, Vancouver, Prince Rupert, New Westminster.

Washington—Seattle, Bellingham, South Bellingham, Everett, Tacoma.

Oregon—Astoria, Portland.

California—San Francisco, Oakland, Richmond, San Diego, San Pedro, East San Pedro, Wilmington.

After the Interstate Commerce Commission has held the hearings on this application of the carriers and has rendered its decision thereon, the matter probably will be taken into the Courts, ultimately to be passed on by the Supreme Court of the United States. This appears probable because the Transportation Act of February, 1920, made certain additions to the long and short haul clause, commonly called "the fourth section" of the Interstate Commerce Act, and, among other things, provided that the Commission, in exercising its authority to permit the carriers to charge less for the longer than for the shorter distance in special cases, "shall not permit the establishment of any charge to or from a more distant point that is not reasonably compensatory for the service performed." The words "reasonably compensatory" are not defined in the statute, and the Supreme Court doubtless will be called upon to define their meaning in the amended statute.

There are two contentions as to the meaning of these words. The shippers at intermediate points contend that the section now provides that the carriers may not make any rate to a terminal point, on the ground of competition or otherwise, which is less than a reasonable rate in and of itself. The shippers at the terminal points hold that the addition of this phrase in the statute has not materially or substantially affected the powers of the Commission as heretofore existing, since the statute still continues to vest in the Commission the power, on application of the carriers in special cases, after investigation, to authorize a charge of a less rate for the longer than for the shorter distance for

the transportation of persons or property. The phrase "in special cases," covers conditions of competition between rail lines and water lines. Accordingly, the Supreme Court must, ultimately, decide this question. In the ordinary course of procedure, a decision can hardly be expected within fifteen months.

The new rates, if and when they are authorized, would apply on the following commodities in carload lots:

Canned goods, carpet, linoleum, etc.; cyanamid in bags, drugs, medicines, chemicals, etc.; dry goods, cotton piece goods, etc.; iron and steel articles; pianos, boxed; paints, paper bags, paper, rails and fastenings, railway supplies, prepared roofing, wallboard, rubber boots and shoes, sewing machines, soap, washing compounds, caustic soda, soda ash, saleratus, bicarbonate of soda, glucose, corn syrup, molasses, tacks, shoe nails, twine, cordage, wire, wire goods, and crude cyanide. Except as to glass and glassware and a few iron and steel articles, it is proposed to blanket the rates on the eastern end; that is to say, the same rates would apply from all points in eastern defined territory, groups A to J inclusive.

## Permit System for Short Term Leases of Space at Army Bases

NEW YORK, Sept. 1—Further information relating to the War Department's policies in leasing space at the Army bases is set forth in the following letter received by William E. Halm, president of the New York Dock Co., from P. C. Harris, the Adjutant General:

"I am directed by the Secretary of War to inform you in reply to your letter of Aug. 4, 1921, that it is the policy of the War Department to lease all storage in any location not immediately required by the War Department *en bloc* to the highest bidder. This means that a building available for lease will be leased in its entirety, also that any storage space less than a building, such as a floor in a building or portion of a floor, will be leased in its entirety.

"The instructions issued contemplate leasing storage facilities for such periods as it is certain they will not be required for military storage. However, storage space may be rented for as short a period as thirty days if local conditions render such action advantageous to the Government. When storage space is rented for ninety days, or less, its use is covered by a permit. A formal lease, approved by the Secretary of War, is necessary to cover periods of more than ninety days."

## Warehouseman Opens Union Truck Depot

SACRAMENTO, CAL., Sept. 1—One of the Lawrence Warehouse Co.'s storage buildings, at Front and R streets, has been made into a union motor truck terminal. Located on both rail and water lines, this joint depot takes the place of about six scattered stations and should reduce the cost of doing business. Eight trucks will be able to load or unload at one time.

## BIRMINGHAM ENACTS A REMOVAL ORDINANCE

BIRMINGHAM, ALA., Sept. 15—The so-called removal ordinance, which has been fought and defeated by warehousing interests in so many cities, has been adopted by the city commission here.

Under new regulations, all transfer men and household goods warehousemen in Birmingham must hereafter report to the police within twenty-four hours the names of persons for whom they have removed personal property and must file the addresses from and to which the property is removed.

The regulations provide that it shall be unlawful for any person to give a fictitious name or to refuse to give a name to the transfer or household goods warehouse company removing the goods. Penalties are provided for violation.

In introducing the amendment, John H. Taylor, City Commissioner, said the regulations were the result of six weeks of negotiations with all the interests involved and that they were satisfactory to all except the transfer companies.

## Oakland Company to Dissolve

OAKLAND, CAL., Sept. 7—The Oakland Dock & Warehouse Co. to-day filed application in the Superior Court of Alameda County that it be dissolved. The corporation has been engaged in warehousing on the Oakland waterfront.

## Distributing and Storing Methods to Be Shown at California Exposition

SAN FRANCISCO, CAL., Sept. 10—Transportation, distribution and warehousing interests will participate in the California Industries Exposition, to be held in the Civic Auditorium here from Nov. 19 to Dec. 10, according to announcement by the San Francisco Chamber of Commerce. One of the greatest problems of life in California to-day is the adequate distribution of commercial commodities to the small communities throughout the State, due both to the attitude of the county boards of supervisors in failing to get together on a uniform law as to loads motor trucks will be permitted to carry from county to county, and to the attitude of the two automobile associations—northern and southern—toward the State Highway Commission. If the automobile associations had their way, the roads would either be closed to motor trucks, the trucks would pay for all the construction of the roads, or the roads would be built with about three times the present five-inch layer of concrete on the surface.

Thus far Governor Stephens has stood solidly back of the State Highway Commission, and it is believed that the showing of the methods of distribution and storage of commercial commodities at the coming exposition will go a long way toward acquainting the public—the ultimate consumers—with the needs of the distribution system by which they receive these commodities.

## TEXAS OFFICIAL WOULD SUPERVISE WAREHOUSES

### Commissioner Urges Storage Plants Be Organized Locally and Be Then Licensed by State

AUSTIN, Tex., Sept. 10.—In an effort to bring about an expansion of the warehouse movement in Texas, Charles E. Baughman, the new State Commissioner of Markets and Warehouses, will endeavor to promote erection of storage plants in local communities by local capital. In a statement of his administration policies Mr. Baughman said that the trouble heretofore has been that four or five concerns have been trying to build up a warehouse system in the State by organizing large concerns and establishing chains of warehouses under the same concerns. This method of procedure, he pointed out, necessitates promotion charges which amount in some cases to 30 or 35 per cent of the capital stock. These concerns are not licensed by the markets and warehouses department and are not subject to its supervision. The commissioner would have the warehouses organized locally to take out their license with the department, thus bringing them under State supervision and tending toward a co-ordinated system which he hopes to make State-wide.

"In order to encourage building of warehouses to be bonded," Mr. Baughman said, "this department will offer its services to the different communities where warehouses are needed. Men of ability are already connected with the department and can put forth their best efforts in the work."

"In this connection it should be noted there will be no charge for services rendered by any of our organizers and field workers. This eliminates very largely the matter of commissions being paid for promotion of such concerns. We also hope to have as many warehouses of the State as possible to operate under the supervision of this department."

Mr. Baughman estimates that there should be from 100 to 150 more warehouses in the State and even advocates building of private warehouses on the larger farms.

"There is no reason," he said, "why in the cotton-producing counties the farmers should not build cotton warehouses on their farms just as the grain producers build granaries for their wheat."

He advocates this mode of marketing as one of the best methods of preventing fluctuation of cotton prices.

"If the time shall ever come," he said in this connection, "when the farmer will properly house his cotton and market the product periodically instead of spasmodically, prices on cotton will not fluctuate so much. It is a good policy for us to prepare ourselves to take care of the one blade of grass already grown before we make an effort to grow two blades in the place of one."

Mr. Baughman took over his place as commissioner of markets and warehouses September 1, succeeding D. E.

Lyday, whose term expired August 31. He immediately began reorganization of his department and said he hoped to have everything rounded into shape by October 1. He is making a number of changes in the personnel of the department, all of which he intends to announce later. He declared he was being guided in his reorganization and conduct of the department by the principle of efficiency and consideration of pocketbooks of the taxpayers.

### Ironbound Expansion

NEWARK, N. J., Sept. 18—The Ironbound Storage Warehouses, of which Daniel Ruder is president, has completed and is now occupying an addition to its plant on New York Avenue. The addition is 50 by 50 feet, of brick and steel sash construction. The first floor is used as a piano room, and the upper three floors give a capacity of 65 additional rooms.

### Memphis Co. to Build in New Orleans

NEW ORLEANS, Sept. 1—On the property which the O. K. Transfer & Storage Co. of Memphis, Tenn., has purchased here—at St. Charles Avenue and St. Mary Street—the Memphis firm will erect a modern fireproof household goods warehouse. The building will go up in units, with separate compartments and a special vault for valuables. The ground measures 100 by 151 feet.

### Death of H. C. du Val

NEW YORK, Sept. 7—Horace Clark du Val, a director of the Brooklyn Warehouse & Storage Co., died to-day at his Manhattan home. He was born here in 1851. Mr. du Val was head of the H. C. du Val & Co., bankers and brokers, and was a director in many transportation and financial corporations.

## QUINCY COMPANY OPENS SUMMER STREET STORES

BOSTON, Sept. 17—The Quincy Market Cold Storage & Warehouse Co. has opened its new warehouse, the Summer Street Stores, for the storage of general merchandise, at 419 Summer Street and 54 Fargo Street. The building, of recent construction, is fireproof throughout, thereby taking the lowest rates of insurance. There are track connections via the New York, New Haven & Hartford Railroad, and its location is in front of the Commonwealth Pier and piers of the New York, New Haven & Hartford Railroad, and the Merchants' & Miners' Transportation Co., and is a short distance from the Army Base. The structure contains 2,000,000 cubic feet of space and is fitted with six whips and six elevators for the rapid movement of goods. There are scales in front of each whip and an elevator on each floor.

These stores, in conjunction with the Charles River Stores, Albany Terminal Stores and Constitution and Battery Stores, give the Quincy people storage facilities which are connected by all lines of railroads. The total space devoted to general storage by this company is 10,329,000 cubic feet.

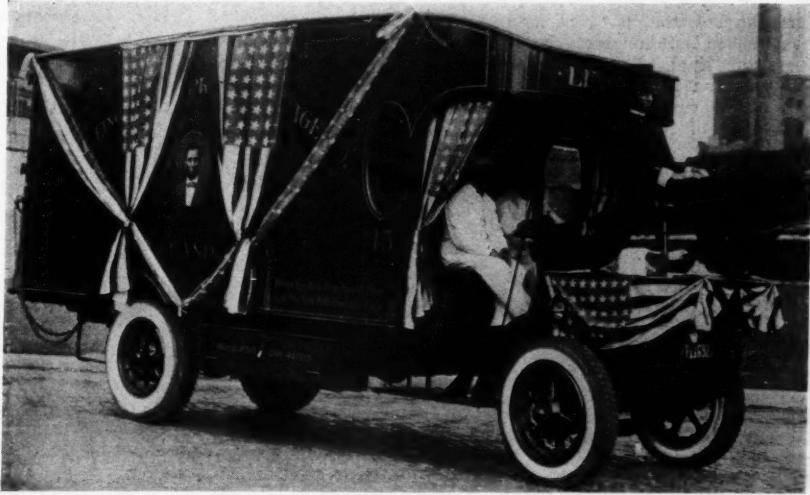
### Georgia Fire

BLAKELEY, GA., Sept. 6—Fire to-day destroyed a brick storage building of the People's Warehouse Co. and 2000 bales of cotton. Property loss is estimated at about \$175,000.

### Lightning Causes Norfolk Blaze

NORFOLK, VA., Sept. 3—Lightning to-night struck the cotton storage plant of the Norfolk Warehouse Corp. and subsequent fire caused damage estimated at \$40,000, largely through burning and wetting of cotton.

### Local Advertising Pays—How a Cleveland Company Did It



Here is the exhibit of the Lincoln Fireproof Storage Co., Cleveland, during the Industrial Parade held on July 22 in connection with the 125th anniversary celebration of the founding of Cleveland. Abraham Lincoln is impersonated by one of the Lincoln company's employees.

## CONDITIONS IMPROVE IN KANSAS CITY DISTRICT

New Warehouse of Monarch Company Is in Operation and May Reject Merchandise Accounts

KANSAS CITY, Sept. 21—Richard Spillane, business editor of the Philadelphia *Public Ledger*, in an address to the Chamber of Commerce here recently, remarked that warehouses generally have been virtually empty, but that business was on the up-grade.

There has been a steady gain in Kansas City merchandise warehouse occupancy in September—and they were by no means empty before. The manufacturers who own their warehouses, and the jobbers, have allowed stocks to run down to the vanishing point; but there are many manufacturers who have quietly been building reserve stocks in Kansas City, to care for the inevitable demand that will follow the movement of crop money.

Agricultural implements and heavy hardware continue the slowest movers.

Household goods warehousing is meeting with a very large call on its services. Numerous families are "doubling up" for the winter, possibly to save coal and similar bills, and are storing their goods. Kansas City has had a small boom in building—it seems a boom after the long period of quiescence—but a number of houses and apartments are vacant, and more are being vacated as rents are raised with the coming of winter.

The new plant of the Monarch Transfer & Storage Co. is now in operation at 39th and Main Streets, the furthest south of household goods storage establishments. It is being offered many motor cars by people wishing to put them up for the winter to avoid garage storage. The Monarch place is within half a mile, over easy grade, of the Westport terminal of the freight line of the Kansas City Railways Co., to which freight cars can be brought by electric locomotive. Much building material is brought over this line; but the availability of the warehouse has already caused inquiries to be made by distributors as to possibility of securing space there for merchandise. The company seems likely to fill its new house with its regular line of household goods, however, and motor cars; and may not accept the merchandise offered.

### Truck Fee Law Upheld

INDIANAPOLIS, Sept. 1.—Holding the Indiana motor vehicle registration law constitutional, Judge Moll in Superior court has denied a temporary injunction to prevent enforcement of the law in the case of William S. Frye, transfer and motor transport operator, who attacked the measure in a suit filed Aug. 2.

The court decided the registration Act was not discriminatory, confiscatory or invalid because of faulty title, as alleged in the test suit, which followed the arrest of more than 100 motor truck opera-

tors by Indianapolis police and deputy sheriffs of adjoining counties.

In commenting on the allegation that the Act took property without due process of law, Judge Moll held that the imposing of a license tax on motor vehicles was not assessing a property tax, but was merely collecting a privilege tax. He added that the law was a proper exercise of the police power of the state, even if it did impose a tax.

The Court refused to sustain the allegations of the plaintiff in that the law discriminated against truck operators in favor of drivers of many other motor vehicles which are not required to be licensed.

## WILLIAM H. GIBSON DIES; STRICKEN ON GOLF LINKS

TARRYTOWN, N. Y., Sept. 1—Funeral services were held here on Tuesday for William H. Gibson, nationally known among warehousemen, who was stricken with heart failure and died on the golf links of the Sleepy Hollow Country Club about noon on Aug. 27.

Mr. Gibson, a retired New York attorney, was vice-president and treasurer and a member of the board of directors of the American Chain of Warehouses. He was president of the F. C. Linde Co., New York warehousemen.

In his seventy-fourth year, Mr. Gibson was born near Niagara Falls, N. Y. He was graduated from the law school of Columbia University and practised law in New York City until about twenty-five years ago, when he entered active business. At various times he was president or director of numerous civic organizations and was on the advisory committee of the Greenwich Bank of New York City. He is survived by Mrs. Gibson and a daughter, Mrs. E. F. Pelton of Montclair, N. J.

## STOCK TAX PROTEST BY WAREHOUSE COMPANY

EAST ST. LOUIS, ILL., Sept. 1—The situation involving taxation of shippers' stocks maintained in public warehouse has come to a head here in the form of an objection filed by the Industrial Warehouse Co., of East St. Louis, with the St. Clair County Board of Review of Assessments.

The Industrial company distributes cars, for automobile manufacturers, in St. Louis, Mo., East St. Louis, Ill., and surrounding territory. Attorneys for the company contend that automobiles held by it have not arrived at their destination and are in the state of being in transit and accordingly are not subject to local assessment.

### Army Base for Shoe Storage

BOSTON, Sept. 26—Purchase, storage and distribution of shoes for the entire Army of the United States will be carried on at the South Boston Army Base, which has been designated by the War Department for that purpose.

## TOOKER COMPANY PLANS PACIFIC COAST SERVICE

LOS ANGELES, Sept. 3—The Tooker Storage & Forwarding Co. of Chicago is planning to extend its warehousing and distributing service to the Pacific Coast. The local Board of Harbor Commissioners has received a communication from S. C. Tooker, Jr., vice-president and general manager of the Chicago company, inquiring regarding conditions here.

The Los Angeles *Commercial News* quotes Stephen C. Tooker of Pasadena, president of the company, as follows:

"I have been desirous for some time of having our company extend its services to the Pacific Coast and to that end have thoroughly looked the field over, both here and at San Francisco. San Francisco has been particularly active in its efforts to have us locate there—in fact has made us several definite propositions that, were it not for other conditions favorable to Los Angeles, might be acceptable.

"I am strongly in favor of Los Angeles, and have so informed my son, who is in active charge of the company's affairs in the East. We have large warehouse holdings located near the Erie Railroad terminals in both Chicago and New York and have just purchased site for an additional building at Chicago that will provide additional storage facilities of approximately 500,000 square feet, the building to cost approximately a half million dollars. If we should build in this city similar facilities would be necessary to our business here."

### Insurance Against Theft from Trucks

NEW YORK, Sept. 10—In order to insure, against theft, goods carried by trucks in inter-city haulage a prominent firm of underwriters in this city, Farjeon Ballin & Co., has taken steps to safeguard such loads.

This firm has organized an association called the Shippers' Protective League, which supplies armed guards for trucks running between cities. The insurance company has inserted a clause in its theft insurance policy stipulating that the trucks on which goods are insured shall travel in a convoy and shall be accompanied by the armed guards.

Through various civic associations the company is endeavoring to enlist the co-operation of the State constabularies in patrolling the roads where thefts have occurred, such as the direct highways between New York and Philadelphia and between New York and Boston.

This move is a direct result of the tremendous losses suffered by insurance companies in recent months through thefts. In one week two different trucks were held up by armed bandits and their cargoes, valued at \$40,000 in each case, were stolen. Many insurance companies, when the risk involved in such policies became apparent, either charged prohibitive premiums or refused to include the theft and pilferage item in writing insurance on truck cargoes.

## ELEVEN NEW MEMBERS ELECTED INTO A. W. A.

**Seven Merchandise, Three Household Goods and One Cold Storage Firms Comprise Newcomers**

PITTSBURG, Sept. 15.—Election of the following new members into the American Warehousemen's Association is announced by Charles L. Criss, general secretary:

Broadway Storage Co., Providence, R. I. Affiliating with household goods subdivision. J. LeRoy Foster is president and treasurer and Walter Wyman is secretary and manager.

Christie & Co., Edmonton, Alberta, Canada. Affiliating with merchandise subdivision. Firm is owned by George A. Robinson and Percy Seager.

Columbian Storage & Transfer Co., Grand Rapids, Mich. Affiliating with merchandise subdivision. L. B. Zevalkink is president and John Zevalkink is secretary and treasurer.

Fireproof Storage & Transfer Co., Lansing, Mich. Affiliating with merchandise subdivision. W. S. Foster is president and H. H. Hardy is secretary-treasurer.

Hallmark Transfer Co., Pensacola, Fla. Affiliating with household goods subdivision. H. H. Hallmark is proprietor.

Hollingsworth Warehouses, Augusta, Ga. Affiliating with merchandise subdivision. James H. Hollingsworth is sole owner and manager.

H. W. St. John & Co., New York City. Affiliating with merchandise subdivision. Officers include H. W. St. John, president and treasurer, and George St. John, secretary.

Levi J. Troth, Camden, N. J. Affiliating with merchandise subdivision. Levi J. Troth is sole owner.

Missouri Valley Cold Storage Co., Kansas City, Mo. Affiliating with cold storage subdivision. W. A. Knotts is president and secretary and M. W. Browne is manager.

School Street Storage Warehouse, Worcester, Mass. Affiliating with household goods subdivision. Firm is owned and operated by George B. Farnsworth.

W. Lee Cotter Warehouse Co., Columbus, O. Affiliating with merchandise subdivision. W. Lee Cotter is president and A. F. Porter is secretary and treasurer.

### Water Rates Supplying New Business for Duluth Company

DULUTH, MINN., Sept. 1.—The Northern Cold Storage & Warehouse Co. here is developing a large volume of new business in spot stocks and pool car shipments received from the East on the package freight boats operating from Buffalo to the company's waterfront dock and warehouse, vessels discharging direct into building.

This class of business is growing, owing to the fact that freight rates from eastern points by way of Buffalo and the Great Lakes is considerably lower than the all-rail rates.

### Grand Rapids Fire

GRAND RAPIDS, MICH., Sept. 1.—The Kent Storage Co.'s warehouse No. 4, at Ellsworth Avenue and Wealthy Street, was destroyed by fire on Aug. 24 with loss estimated at \$20,000. The Kent company rented the building about a year ago from the Pere Marquette Railroad and of late had been leased to the American Box Board Co. for storage of supplies. Accordingly, there is no loss to the Kent company, either on property or contents. Several firemen were injured during the blaze.

## T. J. SKELLET BUYS THE BALLARD CO. OF ST. PAUL

MINNEAPOLIS, Sept. 1.—The Ballard Fireproof Storage & Transfer Co. of St. Paul has been purchased by the Skellet Co. of Minneapolis, it is announced by Thomas J. Skellet, president. The property includes two concrete warehouses, ten moving vans and a rug-cleaning establishment. The price is said to have been more than \$500,000, including \$58,000 for equipment and good will.

Under the management of Oliver T. Skellet the Ballard company will be operated under its present name. It has been among the largest household goods plants in St. Paul. The late H. R. Lyon of Minneapolis was president and Newton R. Frost of St. Paul is secretary. The deal is part of the closing up of the Lyon estate.

### California Association Has 30 Members

SAN FRANCISCO, Sept. 1.—About thirty of the largest warehouse operators of this State have thus far joined the recently organized California Warehousemen's Association, it is announced by L. A. Bailey, secretary-manager. A membership drive has been put under way to build the roster up to 200 companies.

The annual meeting will be held next May or June, date and place to be decided upon by the board of directors.

### New Montgomery Warehouse

MONTGOMERY, ALA., Sept. 14.—The Alabama Transfer Co. has opened a modern concrete storage warehouse at 144 Lee Street for storing, crating and hauling household goods. The structure is fireproof, sprinklered, and is equipped with individual lockers. Long distance hauls by truck are made between Montgomery and other cities.

## MOTOR TRUCK FLEET OF AMERICAN TRANSFER & STORAGE CO., DALLAS



View showing part of the motor truck equipment of the American Transfer & Storage Co., Dallas, Tex. Three other trucks were engaged at the time the photograph was taken. The American company has recently taken into the firm as additional stockholders Jack Orr and Charles Vaughan, formerly associated with the Dallas Storage Warehouse Co. This expansion was due to the acquiring, by the American company, of an additional merchandise warehouse, with approximately 80,000 sq. ft. of space, for storing and handling pool car shipments of merchandise of any commodity.

# WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

## New Buildings, Etc.

**Premium Fireproof Storage Co., Los Angeles,** plans to erect soon the first unit of a steel reinforced concrete fire-proof warehouse at Santa Monica Boulevard and Cahuagna Avenue, in the industrial section of Hollywood. The first unit will stand six stories high, 60 by 100 feet. The second and third units will be each 85 by 135 feet. The site was that of the Lemon Exchange, recently destroyed by fire.

**Shanahan Transfer & Storage Co., Pittsburgh,** plans to erect a new warehouse on Penn Avenue, Wilkinsburg.

**Joseph A. Schantz Co., Rochester, N. Y.,** has purchased East Rochester Building formerly occupied by the Dailey Jam interests and will use it for public warehouse purposes. The structure contains 22,500 square feet of floor space. The purchase price was about \$22,000.

**Merchants Ice & Cold Storage Co., San Francisco,** is changing its 200-ton ice-making plant from distilled water to medium pressure, raw water system.

**Producers Cold Storage Co., Shelbina, Mo.,** has installed a 6-ton refrigerating machine with complete equipment.

last three years. The total in operation in the two boroughs at the beginning of the year was 3142.

## SUBSCRIBERS BENEFIT BY MR. HAYS' NEW PLAN

Beginning with the current October issue of *Distribution and Warehousing* subscribers will get their copies in quicker time than heretofore, due to mail service improvements inaugurated by Postmaster General Hays.

*Distribution and Warehousing* has been in the so-called blue tag class; that is, copies have been going forward in freight trains. Under the new arrangements the periodical will be what is known as the white tag class; that is, copies will go second class in mail trains. The situation is explained in the following notice sent out by the Post Office Department at Washington:

"Postmaster General Hays announces that on Oct. 1, 1921, the Post Office Department will re-establish the practice of shipping all monthly, semi-monthly, and bi-weekly periodicals by mail instead of by freight.

"This will speed up the delivery of these periodicals to subscribers.

"By handling these periodicals in the regular space with the regular force and equipment, approximately \$268,000 a year can be saved in force, rent and drayage.

"It will also relieve some valuable space in post offices.

"At the time the freight shipment plan was adopted in 1911, mails were handled entirely on the weight basis, and the difference in cost of transportation by freight and by passenger trains was material. It was estimated at that time that there was a substantial saving a year to the department by the freight method.

"Since the inauguration of the freight handling plan, the basis of railway pay has been changed from the weight to the space method, and transportation charges by freight have steadily increased.

"Since conditions are now the reverse of what they were in 1911, with little difference in the cost of transportation between freight and mail train, and an added expense for handling these periodicals outside the regular equipment, together with the fact that the freight shipment plan offers inferior service, we can no longer defend this method of handling periodicals.

"The number of publications affected by this change will total almost 1000."

## TEN MORE STATES ADD GAS CONSUMPTION TAX

**NEW YORK, Sept. 26**—Ten new States, bringing the total to 14, added taxes on gasoline consumption at the 1921 sessions of their legislatures. A report on this subject compiled by Harry Mixell, secretary of the motor vehicle conference committee, shows that this action will add at least \$6,000,000 to the taxes paid by motor vehicle users.

When the present year began, the four States which had a gasoline tax were Colorado, Kentucky, New Mexico and Oregon. The States which added the tax this year were Arizona, Arkansas, Connecticut, Florida, Georgia, Montana, North Carolina, Pennsylvania, South Dakota and Washington. The tax is one cent a gallon in all States except New Mexico, where it is two cents.

## Electric Trucks Feature Show

**NEW YORK, Sept. 26**—Displays of electric trucks feature the electrical show which was opened at the 71st Regiment Armory beginning Sept. 28. Figures compiled by the managers of the exposition show that nearly 800 electrically driven trucks have been sold in the boroughs of Manhattan and Bronx in the

## Incorporations

**Amerital Warehouse Corp.** Capitalization, \$50,000. Incorporators, Gray Miller, C. C. Goodfellow and William A. Ferguson, New York. Attorney, U. S. Corporation Co.

**Lexington Storage & Warehouse Co., Brooklyn.** Capitalization, \$50,000. Incorporators, R. W. Sandiford, F. L. Corwin, E. E. Cairns.

**Crescent Storage & Warehouse Co., New York.** Capitalization, \$20,000. Incorporators, R. G. Klein, C. Klein, J. E. Nickels.

**Lackawanna Warehouse & Storage Co., Newark, N. J.** Capitalization, \$500,000.

**Utica Distributing & Warehousing Corp., Utica, N. Y.** Capitalization, \$5,000. Incorporators, E. A. Nolan, M. Kowalsky, L. Kowalsky.

**Williamson Ice & Cold Storage Co., Williamson, W. Va.** Capital, \$100,000.

**Wells Warehouse & Forwarding Co., Chicago.** Capital, \$50,000.

**Union Storage & Warehouse Co., Charlotte, N. C.** Authorized capital, \$125,000.

**Delaware Ice & Cold Storage Co., Wilmington, Del.** Capital stock, \$50,000.

**Kirker Ice & Cold Storage Co., Los Angeles.** Capital, \$150,000.

## Campbell Quotes Lower Rates

**HOBOKEN, N. J., Sept. 1**—The second edition of the storage rate guide of Campbell Stores was issued to-day. Rates quoted are lower than in the previous edition, especially on the smaller lots known as minimum and maximum assortments. Minimum weights of bulk lots have been reduced also.

The guide contains sixty-two pages and is based on information compiled by the American Warehousemen's Association, the Massachusetts Storage Warehousemen's Association, and the Port of New York Warehousemen's Bureau of Information.

## New Kennicott-Patterson Offices

**DENVER, COL., Sept. 1**—The Kennicott-Patterson Transfer Co. to-day removed to new offices, at 1700 Sixteenth Street, from its former place of business at 1509 Glenarm Street.

The company now has more than 1,000,000 cubic feet of space for storage of household goods and merchandise.

## Death of R. L. Crawford

**NEW YORK, Sept. 9**—Robert Leighton Crawford, for thirty years general eastern freight agent of the New York Central Railroad, died to-day at his home in Rumson, N. J.

# This free book tells how to cut delivery costs 20 to 35%

Here's a book that gets down to brass tacks on delivery costs and shows how to eliminate waste and inefficiency, pointing out in most cases possible savings of 20% to 35%.

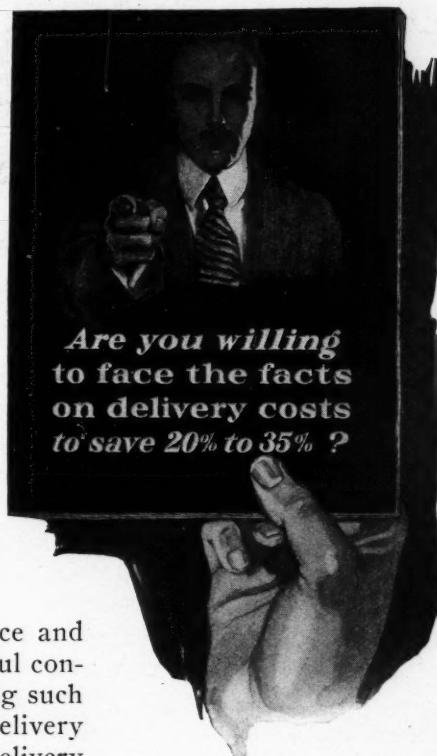
This book exposes numerous fallacies regarding horse delivery, "fliers" and gas trucks on city routes. It points out mistakes of commission and omission. It throws a spotlight on the ridiculousness of buying vehicles that have to be traded in every few years or that wear out in five years, when it is possible to get vehicles that last 10 to 15 years and longer.

It is a blunt statement of the facts and may embarrass an executive who has not shown the best of judgment in the handling of his delivery problem. But it will be a real help to every man who wants to cut his costs.

It is based on the experience and costs records of many successful concerns large and small, including such companies as Merchants Delivery Co., Philadelphia; Parcel Delivery Co., Savannah; Hydrox Ice Cream Co., Chicago; Pilgrim Laundry Co., Brooklyn; Mills Baking Co., Detroit; Ward Baking Co., New York; L. Bamberger Co., Newark; Gooch Food Products Co., Lincoln, Nebr., and others.

For instance, Mr. Masterman of the Gooch Food Products Co. says: "Our experience shows that Ward Electrics operate at about one-third the cost of gas trucks formerly in our service. They have all been replaced by Ward Electrics."

A company in Denver says: "We have operated ten Ward Special Electric Trucks (for light parcel delivery) for about 18 months.



Our average cost per truck is as follows:

	Per Year
1. Electric current for charging.....	\$65.68
2. Labor, charging, repairing and washing.....	65.26
3. Repair parts, oil and grease.....	28.72
4. Tires (solid) estimated.....	40.00
5. Painting, estimated.....	25.00
6. Battery solution .....	8.00
7. Insurance (fire only).....	9.00
8. Interest on investment, 3 per cent .....	52.27
9. Depreciation, 10 per cent.....	155.97
10. Interest and depreciation on garage building, and charging equipment .....	27.50
11. Incidents .....	3.60
12. Superintendent (no charge)	0.00

Total cost for one truck,  
one year ..... \$481.00  
Total cost for one truck,  
one month ..... 40.08  
Cost per truck per mile .08

Costs on heavier models are equally low in proportion. Any way you look at it, Ward Electrics are 20% to 35% cheaper on city routes than horses or gas trucks.

This book does not recommend Ward Electrics for all routes. It tells where Ward Electrics should be used and where not. It tells where gasoline cars should be used and where not. It points out cost items on horse and wagon delivery that are generally overlooked. It records experiences in winter weather deliveries—for instance,

one company says: "The winter of 1919-20 was an unusually tough proposition. Yet we had less trouble with our Ward Electrics than we had in the other plant with either horse or gas trucks."

These are not our statements. They are the statements of Ward Electric users. We set out to marshal the facts. You can judge for yourself how they fit into your own business.

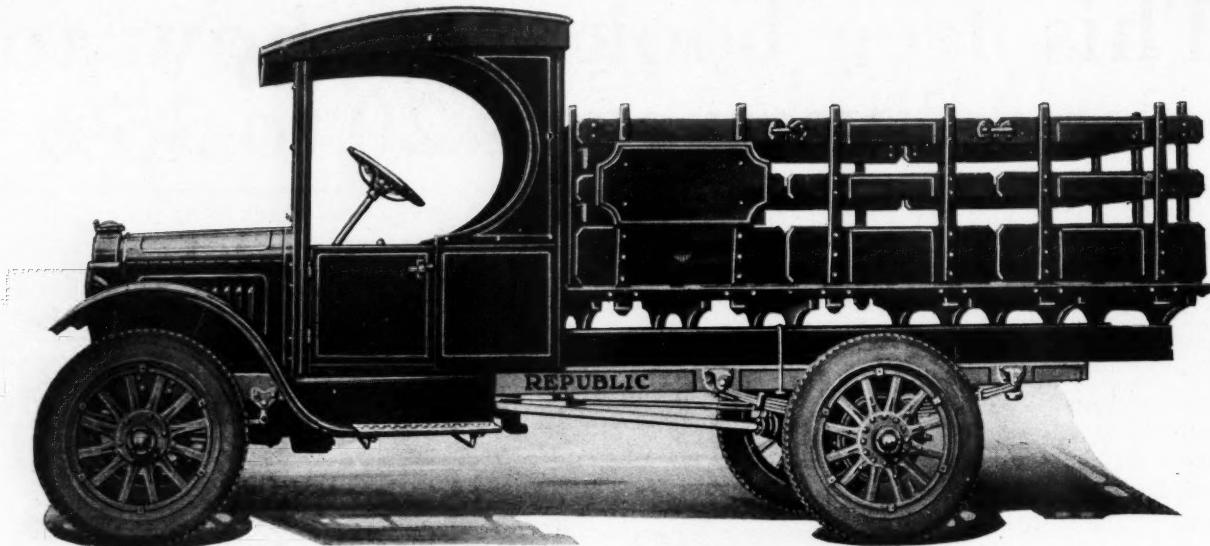
This much we are sure of: Any executive who has his mind centered on cutting expenses will find a way to save money on his city delivery routes by reading this book.

Tell us how many city routes you operate, approximate mileage per day, weight of loads, number of stops, etc. We'll send the book immediately.

Ward Motor Vehicle Co., Mt. Vernon, N. Y.

# Ward Electrics

6 Sizes, 750 Lbs.  
to 10,000 Lbs.



## How Moving and Storage Companies Cut Down Their Hauling Costs

Cartage, storage and moving men declare that the Republic RAPID TRANSIT is the greatest truck investment on the market.

The remarkably low first cost of this truck, combined with unusually low operation and upkeep expense, effects a real saving.

On every job, light or heavy, routine or rush, the Republic RAPID TRANSIT is always dependable. It is all truck, built of substantial truck units. Every part is rugged and durable, assuring rapid, economical hauling over a long period of years.

The local Republic Dealer will gladly give you a practical demonstration of its proved advantages to the warehousing and moving industry.

**Republic RAPID TRANSIT, complete as illustrated,  
with Platform Stake Body and Fore-Door Open Cab,  
cord tires, electric starter and lights, \$1490 f.o.b. Alma,  
Mich.**

Other body types include:

Canopy Top

Stock Rack

Screen Enclosed

Tank Body

Open Express

Double Deck

Bottler's Body

Bus Body

Dump Body

Grain Body

Carry-All

Panel Body

Police Patrol

*The Republic Line: 3/4, 1, 1 1/2, 2 1/2 and 3 1/2 tons capacity*

REPUBLIC TRUCK SALES CORPORATION, ALMA, MICH.

# REPUBLIC RAPID TRANSIT

Copyright, 1921, Republic Motor Truck Co., Inc.

# Who stands the Loss?

You make a shipment but the carbon copy of your listed bill of lading slips and shows three crates of mustard shipped instead of three crates of baking powder—who stands the loss?

You receive a shipment which is short but your system of keeping records does not insure a proper accounting of the shortage—who stands the loss?

You make a delivery but the record is lost before it gets to the office—who stands the loss?

If your present system encourages carelessness because it does not fix responsibility—who stands the loss?

If you can overcome all of these weaknesses in your system and increase your profits more than \$3,000 per year by installing a Standard Manifolding System for warehouses, and fail to do it—who stands the loss?

## Stop These Losses

Standard Manifolding Systems for warehouses insure correct records—prevent lost records—eliminate mistakes—guarantee positive alignment of any number of carbon copies—fix responsibility for errors—simplify bookkeeping—reduce clerical force—reduce printing costs—increase efficiency of all employees.

Standard Manifolding Systems and roll printing are used by all classes of warehouses and by all lines of industry all over the world.

**The Standard Register Co.**  
108 Albany St., Dayton, Ohio

"Roll Printing Costs Less"



### Check Coupon and Pin to Letterhead

Let our Service Department send you samples of forms used by other warehouses or have them, without obligation, submit suggestions of a system of forms which will increase your profits. Just indicate on the coupon the kind of forms you want.

**The Standard Register Co.,**  
108 Albany St., Dayton, O.  
Without obligation send me samples of forms checked below.

- |                                                            |                                               |
|------------------------------------------------------------|-----------------------------------------------|
| <input type="checkbox"/> Negotiable Warehouse Receipts     | <input type="checkbox"/> Warehouse Orders     |
| <input type="checkbox"/> Non-negotiable Warehouse Receipts | <input type="checkbox"/> Transfer Orders      |
| <input type="checkbox"/> Receiving Records                 | <input type="checkbox"/> Bills of Lading      |
| <input type="checkbox"/> Report of Condition               | <input type="checkbox"/> Express Receipts     |
| <input type="checkbox"/> Delivery Orders                   | <input type="checkbox"/> Motor Truck Receipts |
|                                                            | <input type="checkbox"/> Stock Records        |
|                                                            | <input type="checkbox"/> Invoices             |

# Standard

## Manifolding Systems and Roll Printing





# From Vacant Site to Occupied Building

## Service

**Covers Every  
Detail**

**F**IRST Moores and Dunford, themselves, gather *all* the facts, going to the site to get them.

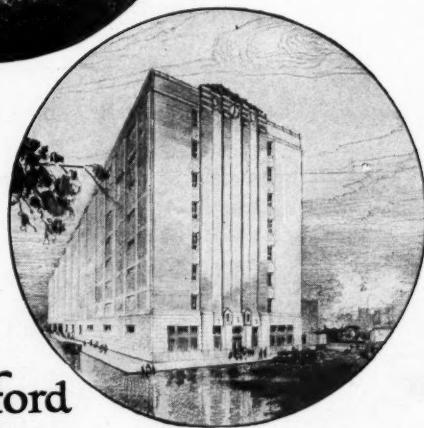
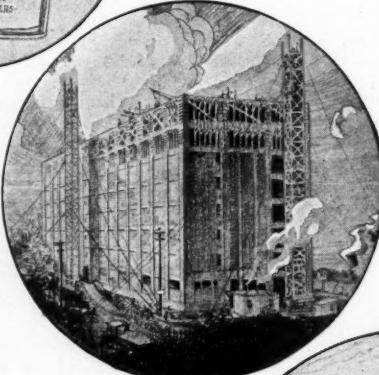
Then a thorough study of the facts is made, and many designs sketched to fit them. The best features of all are incorporated into one design by the Engineering Board.

The cost of building, cost of operating, earning power, means of financing, plans and pictures of the new warehouse are set forth in the Report. It answers every question your banker may ask. It satisfies actual and prospective stockholders. It's the contractor's Bible.

A competent engineer is put in charge, remaining until the building is completed. Advice and assistance are given in letting contracts. Their faithful performance is seen to. Your interests are protected throughout all operations.

A thorough inspection is made when the building is finished. But, though Moores and Dunford's responsibility for the actual building ceases there, their interest in your welfare and success never ends. Expert knowledge and sound advice are always yours for the asking.

Moores and Dunford should be the first name in your thoughts when question of building arises.



**Moores & Dunford  
Warehouse Engineers**  
744 First National Bank  
Chicago, Ill.

# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## To Shippers—*A Means*

Because it contains the announcements of representative warehouse, terminal, forwarding and transfer companies and because these announcements are conveniently arranged according to the location of the companies, the Shippers' Index on the following pages is regularly employed by national distributors and shippers of all kinds as a means for finding reliable consignees and competent concerns to handle storage, distribution and re-shipments.

## To Warehousemen—*An Opportunity*

Because those who use it as a means for finding the kind of concerns with which they prefer to do business are among the country's largest shippers, the Shippers' Index offers to warehousemen, forwarders, terminals and transfer companies an opportunity to place their special facilities before those who can use them to the greatest advantage to both parties concerned.

*The warehouseman who advertises his ability to serve is deserving of the shipper's first consideration.*

## CONVENTION CALENDAR

October 15 .....	Northwest Transfer & Warehousemen's Association .....	Seattle
December 5 .....	American Chain of Warehouses .....	St. Louis
December 6-10 .....	American Warehousemen's Association .....	St. Louis
December 6-10 .....	Central Warehousemen's Club .....	St. Louis
December or January .....	National Furniture Warehousemen's Association .....	(To be decided)
January .....	New Jersey Furniture Warehousemen's Association..	" " "
January .....	New York Furniture Warehousemen's Association....	New York City
June .....	Shippers' Warehousing & Distributing Association...	(To be decided)
(Date not fixed) .....	Missouri Warehousemen's Association .....	St. Louis

## BIRMINGHAM, ALA.

Established 1895

**Charlie's Transfer Co., Inc.**

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

## BIRMINGHAM, ALA.

"The World Moves—So Does Goodman"

**GOODMAN TRANSFER  
AND  
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES  
70,000 sq. ft. Floor SpaceDistributors and Forwarders  
Moving—Packing—Storage  
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.

## BIRMINGHAM, ALA.

**HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

## MOBILE, ALA.

**Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**"Service"**Forwarding  
Storage

Household Goods

Mobile, Ala.

## MONTGOMERY, ALA.

L. J. MOELLER, Mgr.

**CONSOLIDATED DRAY LINE,  
INC.**

GENERAL DISTRIBUTING AGENTS

Pool Cars Handled

Storage Warehouse, P. O. Box 552

Office: Forbes-Liddel Bldg., Western Yards, Montgomery, Ala.

## NOGALES, ARIZONA

**The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico

For Manufacturers, Packers, &amp;c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

## FORT SMITH, ARK.

**O. K. Transfer and Storage Co.**MOVING  
SHIPPING  
STORINGPool-Car  
Distributing  
a SpecialtyFort Smith,  
Ark.

## LITTLE ROCK, ARK.

**WAREHOUSING  
AND FORWARDING**Distributors of Pool Cars, Parcel Post Catalogs and  
Merchandise**TERMINAL  
WAREHOUSE COMPANY**

812-822 East Second Street

All track connection

## TEXARKANA, ARK.

**HUNTER TRANSFER CO.**

TEXARKANA, ARK.

STORAGE  
DISTRIBUTORSTRUCKING  
MOVING

## BERKELEY, CAL.

**STUDENTS  
TRANSFER & STORAGE CO.**MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

EL CENTRO, CAL.  
IMPERIAL VALLEY**PIONEER TRUCK and  
TRANSFER CO.**

Warehouse: S. E. Cor. 3rd &amp; State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload  
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

## FRESNO, CAL.

## Valley Van &amp; Storage Co., Inc.

Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

## FRESNO, CAL.



STATE CENTER WAREHOUSE & COLD STORAGE COMPANY  
General Merchandise storing and distributing.  
Packing, Crating and Shipping of Household Goods.

## LONG BEACH, CAL.

## CITY TRANSFER and STORAGE CO.



Long Beach, Cal.

## HOUSEHOLD GOODS STORAGE

15,000 Square Feet Floor Space

## COMMERCIAL STORAGE

52,000 Square Feet Floor Space

Southern Pac. and Pac. Elec. R. R. Spur Tracks  
Equipped to handle anything in warehousing or transfer

## LOS ANGELES, CAL.



## Your California Distribution

20 years' experience in California enables us to handle your distributing in this State greatly to your profit.  
Write us.

**B-BEKINS-S**  
Fire Proof Storage

San Francisco  
13th & Mission

Oakland  
22d & San Pablo

Los Angeles  
1341 Figueroa St.

## LOS ANGELES, CAL.

Consign your goods to

AMERICAN TRANSFER CO.  
FIREPROOF STORAGE  
MERCHANTISE, HOUSEHOLD GOODS AND  
AUTOMOBILES

Prompt Delivery Service 730 W. Pico St., Los Angeles

The Men Who Distribute  
**Chester Paper Products**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## LOS ANGELES, CAL.

## California Fireproof Storage Co.

2808 West Pico St., Los Angeles, Calif.

## EXCLUSIVELY HOUSEHOLD GOODS

Two large Fireproof Warehouses and  
Distributors of Pooled Cars.

Reference—Dunn, Bradstreet or any Los Angeles Bank.

## LOS ANGELES, CAL.



## CALIFORNIA TRUCK CO.

INCORPORATED 1884

## Pool Carload Distributors

Handling goods destined to points in  
**SOUTHERN CALIFORNIA and ARIZONA**  
and to  
**TRANS-PACIFIC PORTS**  
322-324 EAST THIRD STREET

## LOS ANGELES, CAL.

## Fidelity Fireproof Storage

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all  
business intrusted to us.

We have a seven-story reinforced concrete  
warehouse.

We consolidate and solicit distribution of  
consolidated cars of household goods.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

**FELLOW WAREHOUSEMEN**

YOU SHOULD select your correspondent warehouse with the same care you do your bank.

We solicit your carload and L. C. L. shipments of **HOUSEHOLD GOODS** and **AUTOMOBILES**.

**Los Angeles Warehouse Co.**

W. E. BROCK, Managing Director F. M. BROCK, Secretary  
ESTABLISHED, 1906—INVESTMENT, \$650,000.00

LOS ANGELES, CAL.

**WE SOLICIT YOUR SHIPMENTS AND POOL CAR DISTRIBUTION****PRUDENTIAL STORAGE & MOVING CO.**

LOS ANGELES  
OFFICE  
941 W. 16th ST.

SAN DIEGO  
OFFICE  
Spreckels Building  
962 Second St.

**FOUR WAREHOUSES—PRIVATE R.R. SIDINGS**  
Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

**Shattuck & Nimmo WAREHOUSE CO.****Storage and Distribution****Of All Non-Perishable Commodities**

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

**MEMBERS**

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Furniture Wh'smans Ass'n.  
Local Rotary Club and Chamber of Commerce

LOS ANGELES, CAL.

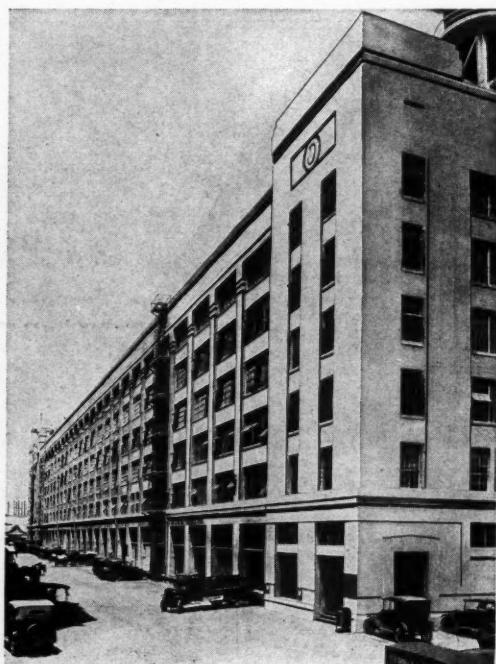


Warehouse No. 9

**Traffic  
Managers  
and  
National  
Distributors**

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate  
18c per \$100.00  
per year.



Warehouse No. 1

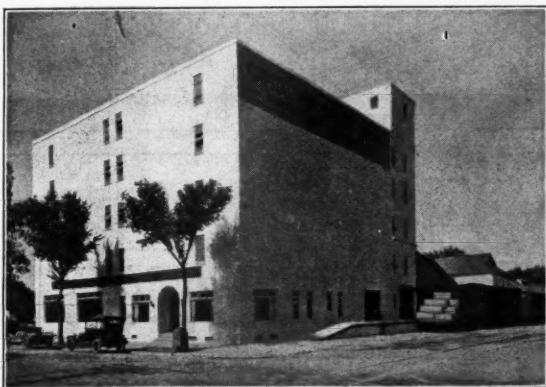
**Union Terminal Warehouse Company**

## OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SACRAMENTO, CAL.



General Merchandise, Furniture and Household Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc. Motor Equipment

Pool Car Distributing and Forwarding

**Capital Van and Storage Co.**  
 Sacramento, California

*Write for Our Freight Tariff*

## SACRAMENTO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SAN DIEGO, CAL.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR DISTRIBUTION

**PRUDENTIAL**  
 STORAGE AND MOVING CO.

LOS ANGELES  
 OFFICE  
 941 W. 16th ST.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS  
 Members Pacific Coast Furniture Warehousemen's Ass'n.  
 National Furniture Warehousemen's Ass'n.

SAN DIEGO  
 OFFICE  
 Spreckels Building  
 962 Second St.

## SAN DIEGO, CAL.

"Pioneer  
 the  
 Most  
 Reliable  
 Here"



Is a slogan we use in San Diego that has never been questioned. It should mean a great deal to ALL who have consignments to make to San Diego, California. Our promptness in making remittances and reports is appreciated by hundreds of forwarding warehouses throughout the United States.

**PIONEER WAREHOUSE  
 COMPANY**  
 SAN DIEGO, CALIFORNIA

## SAN FRANCISCO, CAL.

**The Haslett Warehouse Co.**

228 Pine St., San Francisco

San Francisco is the CENTER of the U. S. A. on the Pacific Ocean. We are in the CENTER of its SHIPPING and COMMERCIAL district.

PIONEER IN THE DISTRIBUTION FIELD AND WAREHOUSE BUSINESS. CAN

H ANDLE ANY SHIPMENTS

A s desired. Our 15 warehouses are

S o convenient to DOCKS and RAILROADS,

L ocated so close to both, that it is an

E asy haul to a HASLETT WAREHOUSE.

T rack connections with all lines.

T hese, low insurance rates, bonded and free space and motor truck service, are but a few of the facilities we offer.

S. M. HASLETT  
 President

P. E. HASLETT  
 Secretary

## SAN FRANCISCO, CAL.

**Distribute Thru San Francisco**

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

**SAN FRANCISCO WAREHOUSE CO.**

625 Third Street, San Francisco, California

## SAN FRANCISCO, CAL.



The Men Who Distribute  
**Swedish Separators**  
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## DENVER, COL.

**THE KENNICOTT-PATTERSON TRANSFER COMPANY**

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

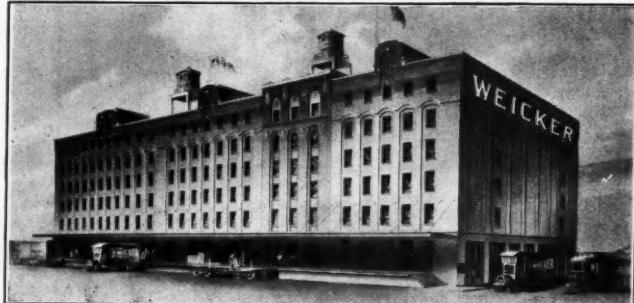
## DENVER, COL.

# When You Need SERVICE in Denver and vicinity

*we are the distribution and warehousing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

**THE WEICKER TRANSFER & STORAGE COMPANY**

1700 Fifteenth Street  
Denver Colorado

## DENVER, COL.

**THE UNITED STATES  
Transfer & Storage Warehouse Co.  
1934 Broadway, Denver, Colorado**

Storage of general merchandise and household goods. We make a specialty of Pool Cars and Distribution. Transfer work of all kinds, both City and Country. Expert Packers, Motor Trucks and Vans. Two Warehouses.

Member of Denver Transfer's Companies Assn.

## PUEBLO, COL.

**COLORADO  
TRANSFER & WAREHOUSE CO.**

122-24 West First Street

Transfer  
Pool Cars

**SERVICE**

Forwarding  
Mdse.  
Storage

SPECIAL ATTENTION GIVEN TO PACKING  
AND SHIPPING HOUSEHOLD GOODS

Colorado Transfer is a Real "Pal" to "Stick," No Matter What the Occasion—Colorado Transfer is the Same True, Old "Pal."

PUEBLO, COLO.

## BRIDGEPORT, CONN.

**MOORE'S STORAGE WAREHOUSE**

GEO. P. MOORE, Prop.  
STORAGE OF FURNITURE IN SEPARATE ROOMS  
PIANOS STORED IN SEPARATE ROOM  
Furniture Crated and Packed for Shipping by Rail  
China and Brie-A-Brac Packed in an Expert Way  
Padded Box Vans for Warehouse and Long Distance  
Moving

OFFICE AND WAREHOUSE:  
569 UNION AVENUE, BRIDGEPORT, CONN.

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

**GEORGE E. DEWEY & CO.**

JOSEPH M. PELCHAT Proprietor  
Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of

PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

## NEW LONDON, CONN.

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

## WATERBURY, CONN.

**The Ralph N. Blakeslee Co.**

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.

MEMBERS:

N. Y. Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
Southern Furniture Warehousemen's Association



PROMPT REMITTANCES  
Efficient and Courteous Service

MOTOR TRUCKS

and

PADDED VANS

Modern Fireproof Warehouse

## JACKSONVILLE, FLA.

**Delcher Bros. Storage Company, Inc.**

459-61-63-65 Riverside Avenue  
**FIREPROOF WAREHOUSE**

We Move, Pack, Store and Ship Household Goods  
Consign Your Pool Cars to Us  
Motor Equipment

## JACKSONVILLE, FLA.

**DIXIE WAREHOUSE CO.**

P. O. Box 433

**GENERAL STORAGE RECONSIGNING  
DISTRIBUTING—FORWARDING**

Connection with all Railroads and Steamship Docks

**WE HANDLE AUTOMOBILES for TOURISTS**

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## JACKSONVILLE, FLA.

**Wiesenfeld Warehouse Company**

P. O. Box 1133

General Merchandise Storage and Distributing

References:

Any bank, jobber or transportation man in the city

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, shipping  
and storing Household Goods and merchandise.

Private Trackage Motor Equipment

Cor. Ave. C and 2nd St., Miami, Fla.

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town concerns.

Cor. Chase &amp; Alcinez Streets

## ATLANTA, GA.

**CATHCART  
VAN & STORAGE COMPANY**Moves, Stores, Packs, Ships  
Household Goods ExclusivelyTHREE WAREHOUSES  
Office, 6-8 MADISON AVE.

## ATLANTA, GA.

**MORROW  
Transfer & Storage Company  
HOUSEHOLD GOODS and COMMERCIAL  
STORAGE**Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

## ATLANTA, GA.

**SOUTHERN  
SALES & WAREHOUSE CO.**  
FIRE PROOF CONCRETE WAREHOUSE  
MERCHANDISE DISTRIBUTORS  
R. R. TRACKAGE, MOTOR SERVICE  
Located in heart of wholesale district.  
173 Humphries St.

## AUGUSTA, GA.

JAS. H. HOLLINGSWORTH      Established 1900  
**THE HOLLINGSWORTH WAREHOUSES**  
**STORAGE, DISTRIBUTION AND FORWARDING**  
**MERCHANDISE ONLY**

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.  
Private siding connecting with all railroads.  
556 & 558 Walker Street      602 to 616 Sixth Street

## SAVANNAH, GA.

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning

Distributing—Forwarding

Prompt and Efficient Service

Exceptional Facilities

Custom House Brokers

Track Connections with all Railroads and  
Steamship Docks

Members American Chain of Warehouses

Members American Warehousemen's Association

R. B. YOUNG, President

312-314-316 Williamson Street

Savannah, Ga.  
P. O. Box 985

## BOISE, IDAHO

**PEASLEY  
TRANSFER & STORAGE COMPANY**  
STORAGE, TRANSFER AND FORWARDING  
NINTH AND GROVE STREETS

## AURORA, ILL.

**Thompson Transfer & Storage Co.****"We Deliver the Goods"**

Consignments of household goods handled in a way to bring you credit. Drayage, storage, forwarding and distribution. The only building in Aurora designed for purely storage purposes.

Phones: Chicago 2866 and 291  
12 N. RIVER ST., AURORA, ILL.  
Members: N. F. W. A. and I. F. W. A.

## CHICAGO, ILL.

**BEKINS  
HOUSEHOLD SHIPPING COMPANY**Reduced Rates on Household Goods, Automobiles  
and MachineryGeneral Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

**Central Storage and  
Forwarding Company**Robey Street and Pershing Road  
(On the Great Chicago Junction R.R.)

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

New Modern Buildings      Experienced Operatives  
Contents' Insurance Rate, 7½ Cents  
Negotiable Receipts      Sixty Car Switch**A UNIVERSAL FREIGHT STATION**on the entire first floor of our premises guarantees the quickest  
and best service on outgoing shipments.L. C. L. DISTRIBUTION  
WITHOUT CARTAGE

SPACE TO RENT

## CHICAGO, ILL.

**Before you decide on your  
Chicago Warehousing connections,  
investigate the facilities and service  
of the —**

**Continental Warehouse Co.  
416-434 West 12<sup>th</sup> Place — Chicago**

*Sprinkled warehouses in the heart  
of the freight terminal district*

## CHICAGO, ILL.

**Currier-Lee Warehouse Co.**

427 West Erie St., Chicago, Ill.

**MERCHANDISE  
STORAGE EXCLUSIVELY**

MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS  
ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

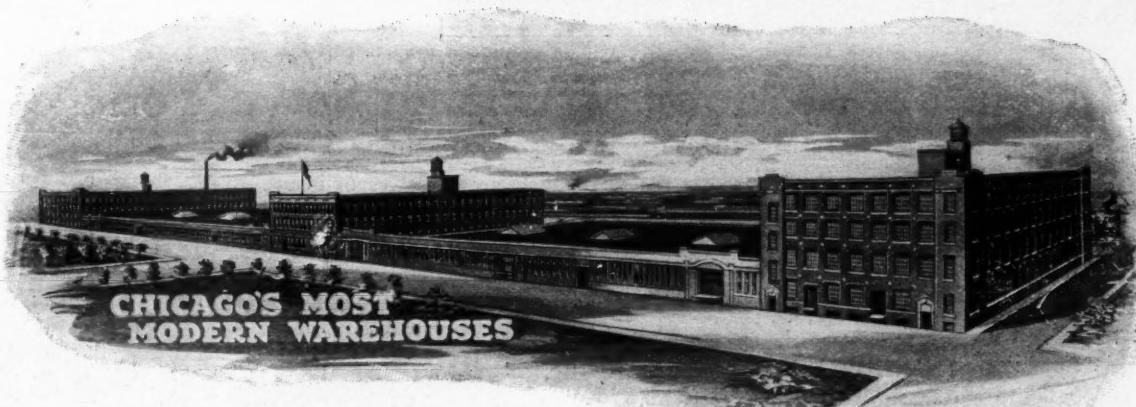
## THE IMPORTANCE OF OUR LOCATION

FREE FROM CONGESTION. NOT DOMINATED BY ANY  
ONE RAILROAD ON INBOUND OR OUTBOUND SHIPMENTS.

On the Belt Ry. of Chicago, Adjacent to the Great Clearing Interchange Yards. Equipment of any Description Always Available. 42 Car Private Switchtrack. Largest Consignments Handled with Despatch.

L. C. L. Shipments Made to All Trunk Lines Without the Expense of Cartage, and Signed Bills of Lading Returned the Same Day. Insurance Rates as Low as 14c. All Buildings Clean and Modern.

FOR THE ABOVE-MENTIONED REASONS WE RENDER  
UNEQUALLED WAREHOUSING AND RESHIPPING SERVICE



## CROOKS TERMINAL WAREHOUSES,

(Formerly Chicago Storage & Transfer Co.)

5835 W. 65th Street, Chicago, Ill.  
In the Active Clearing Industrial District.

CHICAGO, ILL.

### EMPIRE STORAGE COMPANY

Fireproof  
Warehouses  
(Established 1891)

#### A Distinctive Organization

Our correspondents' interests are carefully safeguarded.

Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.



EMPIRE STORAGE  
COMPANY  
52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER  
National Furniture Warehousemen's Assn.  
Illinois

CHICAGO, ILL.

CENTER OF GREAT WEST SIDE  
OUR SPECIALTY  
PROMPT REMITTANCES ON COLLECTIONS

Fireproof  
Also  
Non-  
Fireproof  
Storage



Storage  
Capacity  
1000  
Van  
Loads

MOVING

PACKING

SHIPPING

*Master Service at Your Service*

Consign all carload shipments for West Side east Baltimore & Ohio,  
Chicago Terminal Transfer Railway at Taylor  
Street and Kedzie Avenue.  
¾ mile from our warehouse.

**S GARFIELD PARK E  
STORAGE COMPANY**

Established in 1903

3111-17 W. Madison Street  
MEMBERS OF ILLINOIS AND NATIONAL FURNITURE  
WAREHOUSEMEN'S ASSOCIATIONS.

Chicago, Ill.



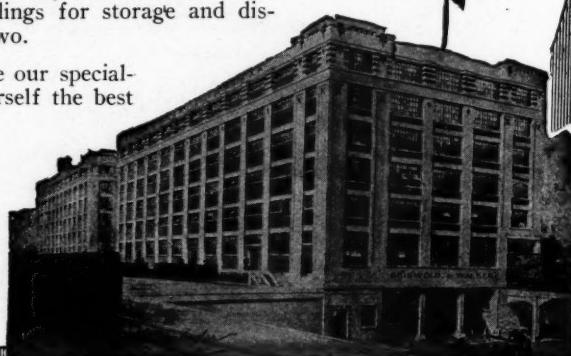
## A Fleet of Motor Trucks to Serve You

The Only Warehouse in Chicago Maintaining This Service

This fleet of motor trucks is owned and operated by ourselves to insure prompt delivery for our customers. Your dealings for storage and distribution are thus with one concern instead of two.

Distribution accounts in and around Chicago are our specialties. Consign your goods to us and assure yourself the best possible service.

**GRISWOLD & WALKER, Inc.**  
1501 S. Peoria St.,  
CHICAGO



CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

## Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of  
National Furniture  
Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANTISE STORAGE and DISTRIBUTING  
General Offices 43<sup>rd</sup> & Robey Sts.  
Chicago

WAREHOUSES  
No. 1 43<sup>rd</sup> & ROBEY STS.  
No. 2 15<sup>th</sup> PL AND WESTERN AVE.  
No. 3 15<sup>th</sup> ST. AND WESTERN AVE.



No Cartage  
or Trap Car  
Delays in Making  
L. C. L.  
Shipments

CHICAGO, ILL.

*Storage—Packing and Shipping—Motor Van Service*

**North Shore Fireproof Storage Co.**

4820-4822 Broadway—4821-4829 Broadway  
1330-1332 Morse Ave. (Rogers Park)  
CHICAGO

Members Illinois and National Furniture Warehousemen's Association

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

## CHICAGO, ILL.

Very Low  
Insurance Rates

CM&STP Ry. Track  
Inside Buildings

## The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

### FROSTPROOF MERCHANTISE STORAGE

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

## CHICAGO, ILL.

## Railway Terminal & Warehouse Company

444 W. Grand Ave.

### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers. Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates**  
**Use Our Service**

## CHICAGO, ILL.

### Fireproof Storage

Moving, Packing, Shipping, Storage of Household Goods and Merchandise.

Prompt, Efficient Service.  
We Use Packard Vans.

**WAREHOUSE:**  
**6542-46 N. Clark St.**

CITY OFFICE:  
1854 N. Halsted St., Chicago, Ill.



## CHICAGO, ILL.

## Soo Terminal Warehouse

Chicago, Illinois

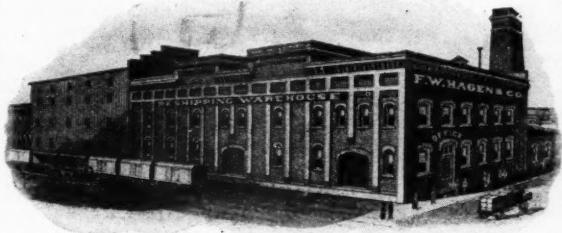
Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

*"The Economical Way"*

W. G. Morgan, Manager      519 W. Roosevelt Road

## CHICAGO, ILL.



## RESHIPPING WAREHOUSES

Branch Harvey, Ill.	Grand Crossing L. C. L. without cartage Daily Trap Cars H. P. 3109—Midway 4940	Branch So. Chicago, Ill. Phone 367
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LUMBER AND YARD STORAGE OFFICES  
DERRICKS, SPACE, TRACKAGE  
AUTOMOBILES, TRUCKS, TRACTORS  
STEEL AND HEAVY PRODUCTS

### Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

## CHICAGO, ILL.

## Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks. Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.  
1020 So. Canal St.  
Chicago, Ill.**

CHICAGO, ILL.

# WAKEM & McLAUGHLIN

(INCORPORATED)

## CHICAGO

**We Store and Distribute Merchandise Only**

CHICAGO, ILL.



**W**hen you  
want a  
**WAREHOUSE,**

**W**rite or  
Wire  
**WESTERN,**

**C**HICAGO



**SAVE TIME, MONEY and WORRY**

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seabord.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9¢ per \$100 per annum.  
"At the Edge of the Loop."

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

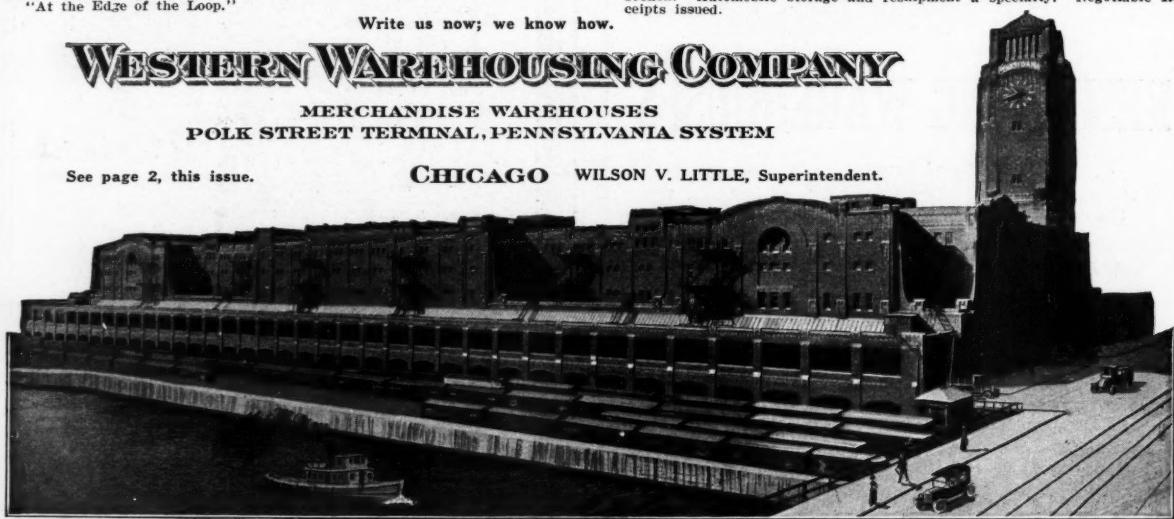
Write us now; we know how.

**WESTERN WAREHOUSING COMPANY**

MERCHANDISE WAREHOUSES  
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

See page 2, this issue.

**CHICAGO** WILSON V. LITTLE, Superintendent.



**CHICAGO, ILL.**

To insure quick delivery and lowest handling expense consign all Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal; New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal.

**TOOKER STORAGE & FORWARDING CO.****MERCHANDISE WAREHOUSEMEN**

New York Office Chicago Office:  
and and  
Warehouse: Warehouse:  
28th St. & 11th Ave. Clark & 14th Sts.  
Erie R. R. Tracks Erie R. R. Tracks  
Tel. Chelsea 7845-7846 Tel. Victory 2360-2429

**DANVILLE, ILL.**

**It Is Profitable  
to  
Break Bulk  
for Illinois & Indiana  
in Danville**

Danville is the east and west rate-breaking point of several large railroads. Carloads into Danville can be broken into LCL shipments at considerable saving in shipping costs.

We will reship your goods as carefully and expeditiously as if you were directing the work yourself.

Likewise you may take advantage of the excellent facilities we have for safeguarding spot stocks for quick delivery in Illinois and Indiana.

**Danville Transfer & Storage Co.**  
Danville Illinois

**MOLINE, ILL.****Fireproof Storage**

**Freight Distributors for Moline, Rock Island,  
East Moline and Silvis, Ill., and Davenport, Iowa**

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave.  
Moline, Illinois

**ROCKFORD, ILL.**

*"The Choice of the Greatest Industries"*

**PEORIA, ILL.**

J. ter Veen  
Manager

RALPH D. BAYNARD  
Traffic Manager

**MERCHANTS WAREHOUSE COMPANY**

General Merchandise Storage and Forwarding.

**FORT WAYNE, IND.****BROWN TRUCKING COMPANY**

MOVING, DISTRIBUTING, STORAGE AND  
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

**FORT WAYNE, IND.**

**Fort Wayne Storage Company**  
**FORT WAYNE, INDIANA**

*General Merchandise  
Storage and Forwarding*

**FORT WAYNE, IND.**

PRIVATE SIDING

**Peltit's Storage Warehouse Co.**

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

**INDIANAPOLIS, IND.****HOGAN**

**"Goods for  
Indianapolis  
are Goods  
for  
HOGAN"**

A modern fireproof plant that cost \$200,000 before the war. That means pre-war overhead, consequently lower rates.

Located an equal distance from, and near to the principal residence districts of a wealthy city. Every facility for the safe, convenient keeping of all household goods.

We are glad to act as receiving agents for furniture shipments. You may assure your client of perfect service on his arrival. Motor van service and heated rooms.

**HOGAN TRANSFER & STORAGE CO.**  
Indianapolis Indiana

INDIANAPOLIS, IND.



**16 Years of Efficient Service**

## **Henry Coburn Storage & Warehouse Co.**

**INDIANAPOLIS**

**Merchandise Storage and Pool Car Distribution**

Double track switch of 10 cars capacity, all within building. No exposure of goods to weather. Most centrally located warehouse as to wholesale district and depots.

Operating our own fleet of White and Packard trucks. Also teams for short hauls, heavy machinery, etc.

Reference: R. G. Dun or Bradstreet's Agencies. **FRANK F. POWELL**, President and Manager.

INDIANAPOLIS, IND.

## **SHIP THROUGH TRIPP**

MERCHANDISE AND  
IMPLEMENT STORAGE  
DISTRIBUTION

**Tripp Warehouse Company**  
Indianapolis Indiana

Member American Chain of Warehouses.

INDIANAPOLIS, IND.

### **INDIANAPOLIS WAREHOUSE CO.**

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30¢—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:  
Penns. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**  
FRANK A. TODD, V. P. and Gen'l Mgr.  
West New York and Canal  
INDIANAPOLIS INDIANA

KOKOMO, IND.

## **Tudor Warehouse Co. SERVICE**

Kokomo — 513 N. Buckeye St. — Indiana

**MERCHANDISE DISTRIBUTION  
AND  
HOUSEHOLD GOODS STORAGE**

Member National Furniture Warehousemen's Ass'n

**SOUTH BEND, IND.**

Consign your cars containing merchandise for Northern Indiana and Southern Michigan points to us for forwarding.

**INTERCITY TRANSFER COMPANY**

General Forwarders and Distributors.

**CITY DELIVERY.** Storage.  
200-2-4 E. Jefferson Blvd. South Bend, Indiana  
(Members I. T. and W. A.)

**SOUTH BEND, IND.****WARNER WAREHOUSE COMPANY**

Merchandise

**Distribution and Warehousing**

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:  
American Warehousemen's Assn., Central Warehousemen's Club, American Chain of Warehouses.

**SOUTH BEND, IND.**

BELL PHONE 774

HOME PHONE 1693

**Woodworth's Storage and Transfer Line****FREIGHT TRANSFER AND HEAVY MACHINERY**

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Bldgs.

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET  
Represented by J. P. WOODWORTH

South Bend, Ind.

**TERRE HAUTE, IND.****Store in Terre Haute**

We solicit your storage and distributing business, being located



In The Heart of Indiana's Jobbing Field  
**AT THE CENTER OF POPULATION**  
Penn. R. R.  
Big Four  
C. & E. I.  
L. & N.  
AND  
C. T. H. & S. E.  
CONNECTIONS  
8 MILLIONS OF PEOPLE

**TERRE HAUTE WAREHOUSE & STORAGE CO.**  
TERRE HAUTE

**BURLINGTON, IOWA****LOW FREIGHT RATES**  
To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Car-loads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

**Mercer Transfer and Storage Company**  
Burlington, Iowa

The Men Who Distribute

**Buck's Stoves and Ranges**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**CEDAR RAPIDS, IOWA**

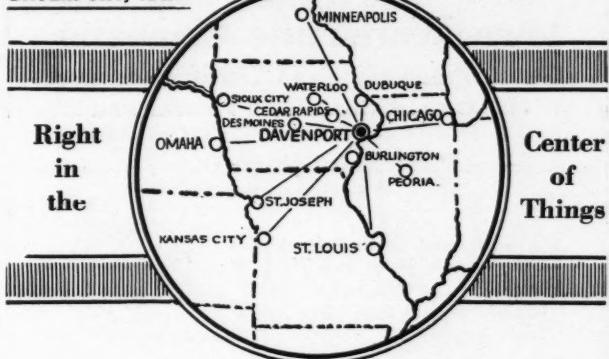
Pool Cars  
Distributors  
Household Goods  
Storage

Members of  
American Chain of  
Warehouses  
National Furniture  
Warehouses Association  
Illinois Warehouse As-  
sociation  
Central Warehouse As-  
sociation

Careful Moving, Packing and Storing Household Goods  
Trackage.



**CALDER'S VAN & STORAGE COMPANY**  
Cedar Rapids, Iowa.

**DAVENPORT, IOWA**

Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

**Ewert & Richter Express and Storage Co.**  
Davenport, Iowa

**DAVENPORT, IOWA****Merchants Transfer & Storage Co.**

118 Harrison St., Davenport, Iowa.

**Seven Warehouses—Fireproof and Non-Fireproof**

Storage, packing, moving. Free switching to any warehouse. We handle pool cars for distribution. Members American Warehousemen's Association, Central Warehousemen's Club, National Furniture Warehousemen's Association.

**THE BEST SERVICE AT LOWEST PRICES**

The Men Who Distribute

**Whittaker Paper Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## DES MOINES, IOWA

*City of Certainties***Blue Line Storage Co., Inc.**  
208-226 Elm St. Des Moines, Ia.

General Merchandise and Implements

**STORAGE**Private Tracks—Capacity 16 Cars  
Platform Transfer and Distribution**EXPERT SERVICE***Logical distribution point for Iowa*

## WATERLOO, IOWA

Phone 346

**Iowa Warehouse Company****General Warehouse and Transfer Business**FURNITURE STORAGE AND FORWARDING  
AUTOMOBILE STORAGE AND DISTRIBUTINGBRANCH HOUSE SERVICE  
Waterloo, IowaWe are located on C. R. I. & P.—  
C. G. W.—Ill. Cent. and W. C. F.  
& N. Ry.

180,000 Square Feet Floor Space



## ATCHISON, KANSAS

**The Grodick Transfer and Storage Co.***Commercial Storage*Distributors—R.R. Trackage—Carloads a specialty.  
Prompt Service—No Congestion  
Missouri River Freight Rate Adjustments.  
Household Goods—Moved, Packed, Stored, Shipped.**Pick Your Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while  
to earn their reciprocity.

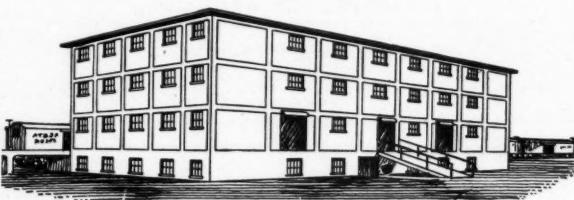
The Men Who Distribute

**Climalene**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## HUTCHINSON, KANSAS

**HUTCHINSON BONDED WAREHOUSE**

Corner Cleveland and Second

**Hutchinson, Kansas**

Proprietor A. G. BARNETT, Manager

**SANTA FE TRACKS**  
**EIGHT CAR PRIVATE SIDING**  
**FIRE PROOF BUILDING**  
**2,200,000 FT. STORAGE SPACE**

## WICHITA, KANSAS

A. F. JONES, President  
A. S. PARKS, Vice-President  
J. H. BRUGH, Sec'y and Gen'l Mgr.WE OPERATE THREE OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WESTGeneral Warehousing  
Storage, Forwarding and Distributing

ROCK ISLAND AVENUE &amp; 2ND STREET

Loans Made on Warehouse Receipts  
Capital \$100,000.00

**WICHITA, KANSAS****SOUTHWESTERN STORAGE AND DISTRIBUTING COMPANY**

**Best Distributing Point for the Southwest**  
Warehouse 25,000 square feet floor space. Free switching privileges.  
A. T. S. Fe., C. R. I. P., Mo. Pac. Frisco, Orient and Midland Valley  
railroads.

**General Merchandise Forwarding and Transferring  
Our Specialty.**  
Reference American State Bank, 428-432 N. Wichita Street  
Wichita, Kansas

**LOUISVILLE, KY.****FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our city  
Assembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

**LOUISVILLE, KY.****Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce  
Louisville Public Warehouse Co.

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

**S E R V I C E**

**E**XCEPTIONAL personal service to all storage customers has been the keynote of our rapid growth in this section, "The Gateway to the South."

Unlimited storage facilities, private railroad sidings, center of Jobbing district, Automatic Sprinkler System, low insurance rates, makes ours an ideal storage Warehouse.

We make a specialty of Pool car distribution and reforwarding, handle all local shipments efficiently, store and distribute your merchandise quickly and economically, specializing on staple Food Products.

"**Carry Your Spot Stocks Here**" for Customers in this vicinity. Your patronage or inquiry is solicited.

**Pickrell & Craig Co., Inc.****FACTORS AND WAREHOUSEMEN****LOUISVILLE, KY.****SAFETY****TRANSFER & STORAGE CO., INC.**

Offices 105 S. Hancock St.

**HOUSEHOLD GOODS**

Moved, Packed, Stored, Forwarded  
AUTOMOBILE AND TRACTOR STORAGE  
Members I. F. W. A.

**ALEXANDRIA, LA.****Carnahan's Transfer & Storage**

Alexandria,

La.

Merchandise and Furniture Storage Distributors  
and Forwarders.

**Auto Truck Service****BALTIMORE, MD.**

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE & MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Balt. F. W. A. Fireproof W'h'se in rear

**BALTIMORE, MD.**

L. LEVERING, Pres.

**CENTRAL WAREHOUSE CO.**

Storage—Transfer—Shipping

517-525 W. Baltimore Street

**WATER AND RAIL CONNECTIONS**Large Space Available for  
Export and Import Shipments

Pool-Cars Handled      Low Insurance

**BALTIMORE, MD.****FIDELITY STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

**Baltimore's Modern Fireproof Warehouse****The Men Who Distribute****Pepsin Syrup**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BALTIMORE, MD.

**Graham's Storage Warehouse***The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING — PACKING — SHIPPING  
MOTOR EQUIPMENT**

Send us your Baltimore Consignment  
Members, Md. Whse. Assn., Nat. F. W. A.

## BALTIMORE, MD.

**General Merchandise  
Storage**

**Distribution and Forwarding  
Insurance Rate 15c**

**RAIL CONNECTIONS***Write For Full Particulars***McCORMICK  
WAREHOUSE, Inc.**

McCormick Building

Baltimore, Md.

## BALTIMORE, MD.

**Security Storage & Trust Company**

15 W. North Avenue

**FIREPROOF WAREHOUSES****MOTOR EQUIPMENT****EFFICIENT SERVICE****TO WAREHOUSEMEN***Members of*

Baltimore Furniture Warehousemen's Association  
New York and Illinois Warehousemen's Associations  
National Furniture Warehousemen's Association

## BOSTON, MASS.

ESTABLISHED 1880

**T. G. Buckley Co.****Expert Packers and  
Movers of Household Goods****BOSTON'S OLD RELIABLE FIRM****Modern Concrete Warehouse for  
Household Goods.****"Every Room a Fireproof Unit."  
Our Own Rug Cleansing Plant.**

30,000 ft. available space for merchandise storage.

**We can handle your Boston Business  
Efficiently****OFFICE AND WAREHOUSE:****690 Dudley St., Boston**

Members N. F. W. A.

**The Men Who Distribute****Mohawk Condensed Milk**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index**The Men Who Distribute****Jiffy Desserts**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

BOSTON, MASS.

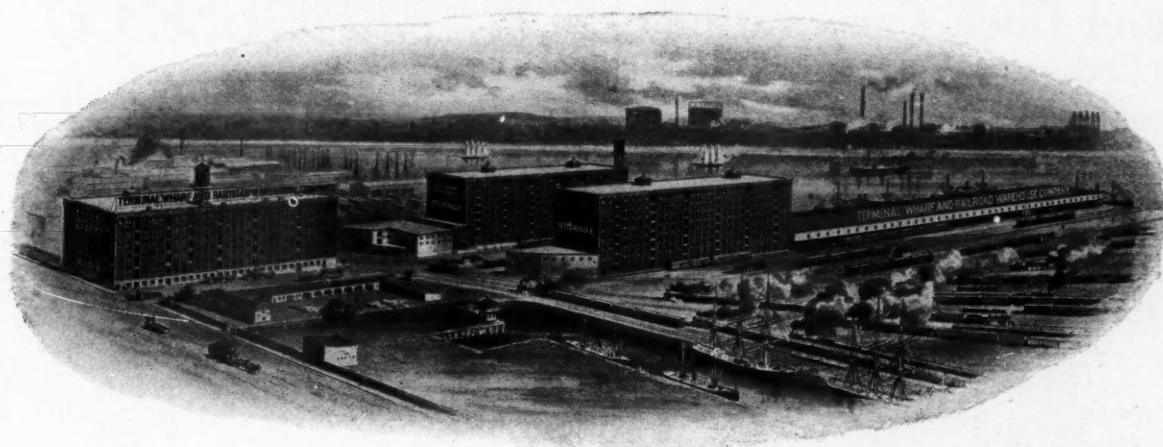
H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston

**Storage of Wool, Cotton and General Merchandise**

LOWEST INSURANCE RATES,  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

**SHIPPING DIRECTIONS**  
MYSTIC WHARF  
BOSTON, MASS.

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

**Fumigation of Foreign Cotton and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

BOSTON, MASS.

## **Quincy Market Cold Storage and Warehouse Co.**

### **STORAGE FOR FREE AND BONDED MERCHANDISE**

Special Attention  
Given to  
Distribution



Charles River Stores, 480,000  
sq. ft. Fireproof construction—  
Lowest Insurance Rates. Direct  
track connection with the Boston  
& Maine R. R. Deep Water Con-  
nection—Dock 500 ft. long.

Albany Terminal Stores, 143,000  
sq. ft. Fireproof construction—  
Lowest Insurance Rates. Direct  
track connection with the Boston  
& Albany R. R.

Constitution Stores, 60,000 sq  
ft. Battery Wharf 88,000 sq. ft.  
Wharfage and Storage. Connects  
with all railroads via Union  
Freight R. R.

**GEORGE S. LOVEJOY, Manager, General Store Department.**

Main Office: 178 Atlantic Ave., Boston, Mass.

## BOSTON MASS.

## Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels

## Storage of Wool, Leather and General Merchandise

### Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

*General Merchandise*

George W. Blinn, Manager

## BROCKTON, MASS.

Reinforced Concrete Construction  
Absolutely Fireproof  
Private Rooms For  
Household Goods, Pianos, Etc.  
General Storage Warehouse  
Merchandise—Distribution—Negotiable Receipts  
Issued

**Brockton Fireproof Storage Co.**  
*Telephone Connection*  
43 North Montello Street, Brockton, Mass.

## CAMBRIDGE, MASS.



When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car Lots will be placed at our door on our own private siding.

**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

## HOLYOKE, MASS.

### Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq.ft. N.Y.N.H.& H. and B.& M. Sidings

## HOLYOKE, MASS.

## HOLYOKE WAREHOUSE CO.

Park and Crescent Streets

### MODERN FIREPROOF WAREHOUSE

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

### TRY OUR SERVICE

Heavy Haulage

Truck Service

## NEW BEDFORD, MASS.

## NEW BEDFORD STORAGE WAREHOUSE CO.

Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

Low Insurance Rates

### Excellent Rail and Water Connections

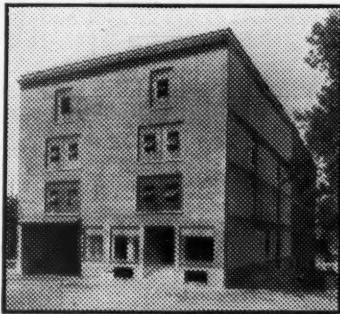
N. Y., N. H. & H. R. R. and New Bedford Line, from Pier 40, North River, New York. Daily sailings.

We operate a large, modern pier and storage shed on 25-ft. channel.

### Distribution and Pool Car Shipments Solicited

**SPRINGFIELD, MASS.****Central Storage Warehouse****Incorporated**HAVE THE BEST OF EQUIPMENT FOR HANDLING ALL KINDS  
OF SHIPMENTS**FIREPROOF FURNITURE STORAGE**Office: 315 Bridge Street      Warehouse: 270 Liberty Street  
Springfield, Mass., U. S. A.**BATTLE CREEK, MICH.****Household Goods  
Warehouse**Pool Car Distribution  
of Merchandise.

Sales Rooms.

**MOTOR TRUCK  
SERVICE****Emerson Storage &  
Sales Co.**21 Locust St.,  
Battle Creek, Mich.**BAY CITY, MICH.**

The

**Riverside Truck & Storage Co.****GENERAL MERCHANDISE DISTRIBUTION**

Storage of Household Goods and Merchandise.

Car Load Lots and less than Car Load Lots.

Private Railroad Track—Siding on all railroads entering Bay City.

Office &amp; Warehouses:

Cor. 2nd &amp; Adams St., Bay City, Mich.

**BAY CITY, MICH.**

G. VAN HAAREN

V. VAN HAAREN

**P. Van Haaren & Sons Storage Co.****FIRE PROOF STORAGE**

Steel Compartments for Furniture Storage

**GENERAL TRANSFER LINE****MOTOR TRUCK SERVICE**

Est. 1880

BAY CITY, MICHIGAN

**DETROIT, MICH.****Detroit, Michigan****GENERAL STORAGE AND  
DISTRIBUTING COMPANY**

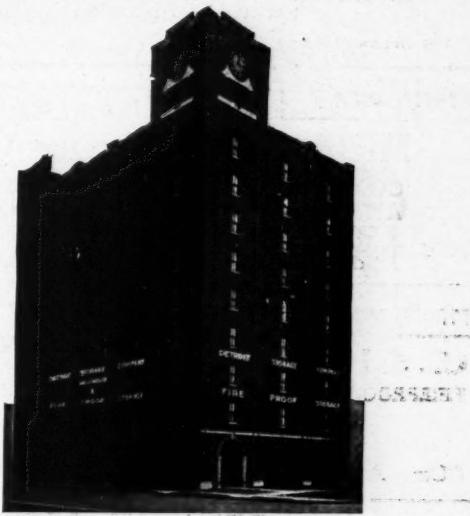
Main Offices

**5680 FEDERAL AVENUE**Ship Us Your Carloads for Distribution  
Forwarding, Distributing and Reshipping Agents

CUSTOM HOUSE BROKERS      EXPERT TRAFFIC SERVICE

50 Car Track Space on M. C. R. R. and Grand Trunk  
Motor Trucks 1 to 10 Ton Capacity

The Men Who Distribute

**Mellin's Food**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index**DETROIT, MICH.****DETROIT'S LEADING MOVERS.****Detroit Storage Co.**

Main Office and Fireproof Warehouse

**MOVING, PACKING, SHIPPING****MOTOR EQUIPMENT**

Corner East Grand Boulevard and Beaubien St.,

DETROIT, MICH.

**DETROIT, MICH.****The Hassett Storage Co.****INCORPORATED****Warehousemen, Forwarders and Distributors****MERCHANDISE STORAGE****EXPERT TRAFFIC SERVICE****MOTOR TRUCK EQUIPMENT****PRIVATE RAILROAD SIDING**LOCATED ON MICHIGAN CENTRAL R. R. ACCESSIBLE  
TO ALL RAILROADS ENTERING DETROIT. 24 HOUR  
SERVICE ON OUT OF TOWN SHIPMENTS AND CITY  
DELIVERIES GUARANTEED**"IN THE HEART OF DETROIT"**  
**1749 TO 1751 LAFAYETTE BOULEVARD WEST**

Phones—Cherry 648 and 649

**THE HASSETT STORAGE CO.**

R. B. Hassett, Pres.

O. E. Speck, Mgr.

## DETROIT, MICH.

**S. LEONARD STORAGE CO.  
MOTOR VANS**FIREPROOF AND NON-FIREPROOF WAREHOUSES  
PACKING AND SHIPPING

746 Junct' on Avenue

Detroit

## DETROIT, MICH.

**Michigan Warehouse Co.**COMMERCIAL WAREHOUSEMEN  
AND CARLOAD DISTRIBUTORSLeslie R. Horn, Pres. and General Mgr.  
Office: 124 West Larned St., Detroit, Mich.

## DETROIT, MICH.

**C. & H. NIELSEN CARTAGE CO.**

FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.

Located in the Heart of the  
Milwaukee Junction Factory District.

Clay Ave. and Russell St.

Detroit, Mich.

## DETROIT, MICH.

**READING CORPORATION***Largest Hauling Contractors  
in Michigan*Incorporated 1910  
Investment \$200,000.00  
200 Draft Horses  
15 Motor TrucksCarload Distributors and Com-  
mercial Warehousemen  
Machinery Movers, Riggers and  
ErectorsRoute your shipments over the following Railroads  
in our care:Pere Marquette Ry. Co. Great Lakes Transit Corp.  
Wabash Railroad Pennsylvania Railroad  
Canadian Pacific Ry.

MAIN OFFICE:

415 West Fort Street, Detroit, Mich.

## DETROIT, MICH.

**THE ORIGINAL****Turner Cartage Company**

EST. 1880


**GENERAL WAREHOUSEMEN  
MOVING—PACKING—SHIPPING  
MOTOR TRUCKING—TEAMING  
MACHINERY MOVERS—RIGGERS—ERECTORS**
Official Cartage Agents for Wabash and Canadian  
Pacific Railways.Main Office:—1338 Lafayette Blvd.  
Warehouse No. 1:—1338 Lafayette Blvd.  
Warehouse No. 2:—1657 Howard Street  
Warehouse No. 3:—Beaubien St. and M.C.R.R.

The Men Who Distribute  
**Frost Insecticide**  
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## DETROIT, MICH.

Established 1895

**P. F. WYNNE CARTAGE CO.**

1420-1422 Second Ave.

DETROIT, MICH.

'Phone Cadillac 1714 and Cherry 1714

STORAGE and GENERAL WAREHOUSEMEN

Fireproof Warehouse

CARLOAD LOTS and LONG DISTANCE  
HAULS

Machinery Moving—Motor and Horse Equipment

U. S. Customs Bonded

## GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL  
WAREHOUSE IN WESTERN  
MICHIGAN****COLUMBIAN STORAGE &  
TRANSFER CO.**

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

**"INSTANT SERVICE"  
MERCHANDISE WAREHOUSE ONLY**We operate 36 horse-drawn vehicles and 12 motor trucks.  
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Co.**Storage household goods and merchandise. Seven warehouses  
with over 200,000 sq. ft. of floor space.Members of the Illinois Warehousemen's Assn., New York Ware-  
housemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

**If Your City Isn't  
Represented Here**Put it on the shippers' map by  
inserting your card in this space.

**GRAND RAPIDS, MICH.**

## Most up-to-date Warehouse in Michigan

100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.  
Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

**General Merchandise Storage**

Cartage Facilities.

High Grade Service Guaranteed.

Negotiable and Non-negotiable Warehouse  
Receipts Issued.

Pool Car Distribution.

**Furniture Manufacturers Warehouse Co.**

505-511 Fulton St., West

Grand Rapids, Mich.

**HELMUS BROTHERS**LONG DISTANCE HAULING,  
MOVING, PACKING AND STORING  
FIREPROOF AND NON-FIREPROOF WAREHOUSES

941-959 Wealthy St., S. E.

Grand Rapids, Mich.

**GRAND RAPIDS, MICH.**

### **Shank Fireproof Storage Company**

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

**JACKSON, MICH.****Jackson Storage & Trucking Co.**

409 to 425 Liberty St., Jackson, Mich.

Separate Fireproof Locker Rooms. Motor Vans for City and Long  
Distance Moving. Storage and Packing Household Goods. Ware-  
house Space. Negotiable Receipts Issued.General Distribution and Storage of Merchandise  
Railroad Sidings on all Roads Entering Jackson**JACKSON, MICH.****Shaw Storage & Transfer Co.**

107 Michigan Ave., Jackson, Mich.

H. A. SHAW, Proprietor

Prompt Service—Private Rooms—Popular Rates.  
MOTOR TRUCK SERVICE  
AUTO AND WAGON EXPRESS—PACKING—MOVING—STORAGE**KALAMAZOO, MICH.****Kalamazoo Storage & Transfer Co.**

430 N. Burdick St., Kalamazoo, Mich.

Merchandise storage and DISTRIBUTION  
Household goods Storage  
Michigan Central R.R. Siding**KALAMAZOO, MICH.****National Storage Company**

KALAMAZOO, MICH.

301-311 East Water Street

MERCHANDISE DISTRIBUTION  
HOUSEHOLD GOODS STORAGE  
ABSOLUTELY FIREPROOF  
STORAGE—PACKING—SHIPPING

Pennsylvania R. R. Siding.

Member { National Furniture Warehousemen's Assn.  
American Chain of Warehousemen**LANSING, MICH.****FIREPROOF STORAGE & TRANSFER CO.**

430-440 N. Larch St.

Central Mich'gan Distributing point for pool car shipments. We  
have the only modern fireproof warehouse in the city for storage of  
Household Goods, Merchandise and Automobiles. Private siding on  
P.M. Free connections with M.C., N.Y.C. and G.T. Railroads.

MOTOR TRUCK SERVICE

**LANSING, MICH.****Lansing Storage Company**Exclusive Household Goods Storage  
Moving, Packing, Shipping  
Motor Van Service for Inter-city Work  
"We know how"

412 No. Washington Ave., Lansing, Mich.

**LANSING, MICH.****Lansing Warehouse Company**

403-5-7 East Shiawasee Street

Merchandise—Storage—Household Goods

325,000 cu. ft. 25,000 cu. ft.

Distributors Pool Car Shipments

Ship N. Y. C., M. C. P., M. G., T. W. R. R. or Electric

The Men Who Distribute

**Scott's Emulsion**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**SAGINAW, MICH.****CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH.

Office  
N. Michigan Ave.

# Directory Distribution &

## What It Offers To Its



THE Directory Number (December Issue) of DISTRIBUTION & WAREHOUSING providing the industry, as it will, with a comprehensive up-to-date directory of warehouses throughout the country, will have year-round reference value to national distributors, warehousemen and all who in any manner or way employ warehouses and warehouse facilities. From the date of its publication until its successor appears, one year thereafter, the December, 1921, issue of DISTRIBUTION & WAREHOUSING will be used as a reference medium, as an index to the industry which will be invaluable to all warehouse users and to warehousemen themselves.

Subscribers for DISTRIBUTION & WAREHOUSING whose orders are received before the Directory Number goes to press (about November 19th) will get one copy each of this valuable issue as a part of their subscription without extra

*Last Form*

**DISTRIBUTION &**

**239 West 39th Street**

# Number of Warehousing Subscribers and Advertisers

charge. The subscription price is \$2.00 per year (\$2.50 west of the Mississippi). The price of the Directory Number alone is \$1.00 per copy. Most subscribers will need extra copies of this issue and they should order them in advance, as the size of the edition will be based on advance sales.

Advertisers in the Directory Number, whether they be warehousemen who set forth their special facilities for the attention of distributors and shippers in the directory section or manufacturers whose products are used by the warehouse industry, will find that the Directory Number of DISTRIBUTION & WAREHOUSING has for them the double value of a special issue of extraordinary appeal to its readers and a year-round reference medium.

For details regarding advertising rates write at once.

*Close Nov. 19th*

**WAREHOUSING**

**NEW YORK**

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**  
14 EAST MICHIGAN ST.  
STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE  
**POOL CAR DISTRIBUTORS**  
Located on Terminal Tracks      No Switching Charge

## MINNEAPOLIS, MINN.

## Minneapolis Terminal Warehouse

STORAGE FORWARDING DISTRIBUTION

IN SPITE OF

**H. and H. W.**WE WILL HANDLE YOUR SHIPMENTS  
WITHOUT DELAY

Write to

**W. J. BUCHANAN, Mgr.,**  
Minneapolis  
SHIP TO MINNESOTA TRANSFER, MINN.

## MINNEAPOLIS, MINN.

ALL RAILROADS LEAD TO BOTH OUR FIREPROOF  
AND NON-FIREPROOF WAREHOUSES  
DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE

Regular Trips Between Twin Cities

**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

## MINNEAPOLIS, MINN.

# SECURITY WAREHOUSE COMPANY

Established 1883

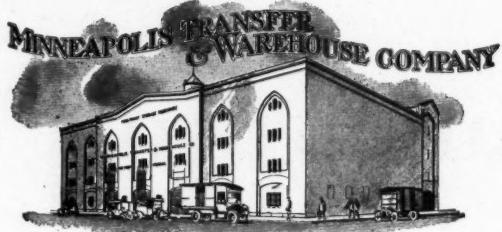
# MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

**L. C. L. Shipments without  
Cartage**  
**Motor Truck Deliveries**  
**Located in heart of whole-  
sale district**

Minneapolis

## MINNEAPOLIS, MINN.



**FIREPROOF**  
Locked Private Fireproof Rooms for Storage of Household Goods. Lowest Insurance Rate in Minneapolis.

**MOVING—PACKING—SHIPPING**  
POOL CAR DISTRIBUTORS  
Complete Fleet of Auto and Horse Vans.

## MINNEAPOLIS, MINN.

# Skellet Company

MINNEAPOLIS

1,000,000 cubic feet

**Fireproof Storage  
Merchandise and Household  
Goods**

We issue our own insurance, authorized by State Insurance Commission

Bonded to the State of Minnesota for \$50,000

## ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of  
HOUSEHOLD GOODS*

## ST. PAUL, MINN.

# Kedney Warehouse Co.

*Commercial Storage and Forwarding*

St. Paul Warehouse      Minneapolis Ware-  
house, 8 to 22 Hen-  
9th and Broadway      nepin Ave.

Private sidings and free switch connec-  
tions with all roads

Our own motor trucks operating in and  
between both cities.

## ST. PAUL, MINN.

**Your Patrons in this Territory  
Demand Quick Service  
—let us help you give it to them.**

We are located at the junction of nine railroads, midway between the Twin Cities—insuring complete accessibility to and from every point.

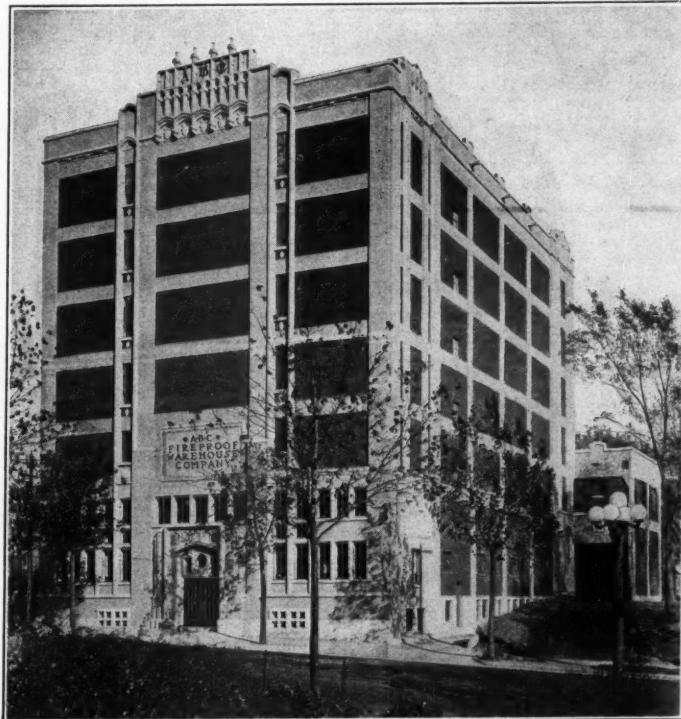
L. C. L. shipping without carting. Motor Trucks for local deliveries.

Forty acres of ground. Six miles of trackage operated by our electric locomotives.

**Merchandise, Bonded and Cold  
Storage Industrial Sites**

*The*  
**CENTRAL  
WAREHOUSE  
COMPANY**

## KANSAS CITY, MO.



OUR NEW WAREHOUSE

## ST. PAUL, MINN.

**St. Paul  
Terminal Warehouse Co.**

Eighth, Ninth, Locust and Willius Streets  
St. Paul

Fireproof buildings of newest construction, equipped and organized to give warehouse service. Served by all railroads entering the Twin Cities. Merchandise exclusively.

**DISTRIBUTION—STORAGE—  
SPACE RENTALS**

Automatic insurance placed on receipt of your goods, if desired.

## JACKSON, MISS.

**RICKS  
STORAGE & DISTRIBUTING  
COMPANY**

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.  
Motor Truck Service.

The Men Who Distribute

**Tropical Paint**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**Your  
Kansas City  
Shipments**

consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer.

*Send Carloads to  
Track 5510 Kansas City Terminal*

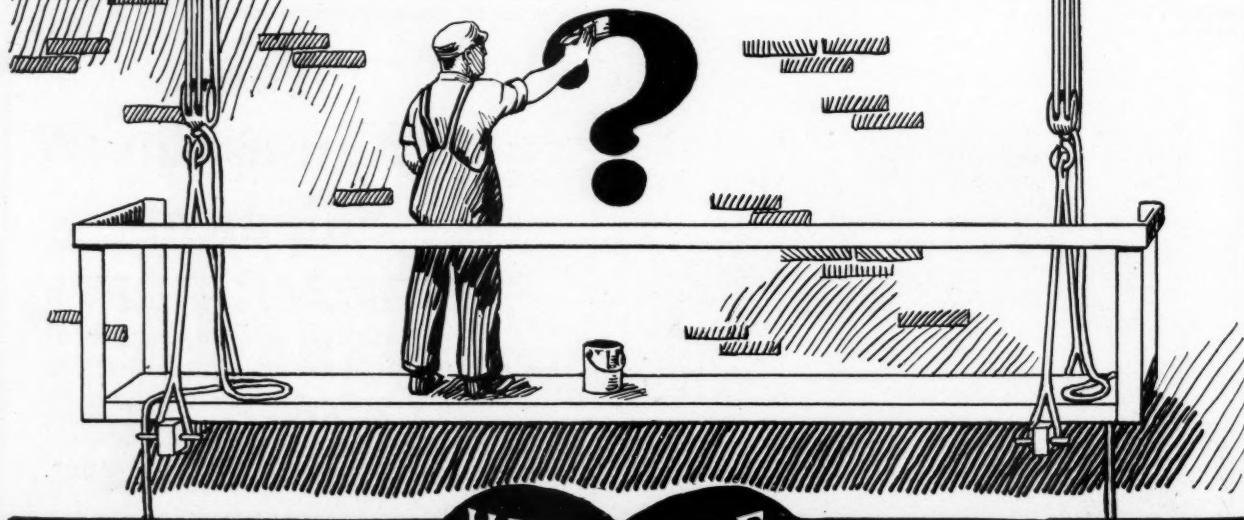
**A-B-C  
Fireproof Warehouse  
Company**

— 4 Fireproof Warehouses 4 —

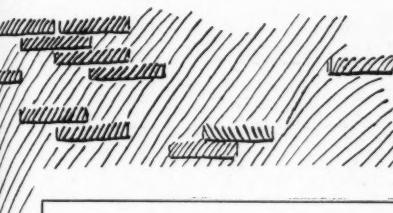
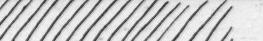
# KANSAS

Do you know

that Kansas City as a  
telegraphic center ranks  
next to New York and  
Chicago in business handled?



# CITY, MO.



**ADAMS TRANSFER  
and STORAGE COMPANY**

*General Merchandise  
Storage and Cartage*

**BROKER'S OFFICE and  
WAREHOUSE COMPANY**

*General Merchandise  
Storage*

**EMPIRE STORAGE  
and ICE COMPANY**

*Cold Storage  
and Merchandise*

**SOUTHWEST  
WAREHOUSE CORPORATION**

*General Merchandise  
Storage*

**D. A. MORGAN TRANSFER  
and STORAGE COMPANY**

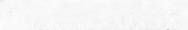
*General Merchandise  
and Household Goods*

**L. T. CRUTCHER  
WAREHOUSE COMPANY**

*General Merchandise  
and Implement Storage*

**CENTRAL  
STORAGE COMPANY**

Formerly—  
CLAGETT STORAGE & TRANSFER CO  
NEWBY TRANSFER & STORAGE CO  
*General Merchandise  
Storage*



THROUGH

**KANSAS**



**CITY**

**THE HEART OF AMERICA**

KANSAS CITY, MO.



KANSAS CITY, MO.



Groves of Kansas City will handle your shipment, large or small, with prompt and careful efficiency--he'll please your most cantankerous customer. Consign to GROVES, and you'll find him a bear on reciprocity as well as good service. Collections immediately forwarded. Specializing on household goods and pianos. Large fireproof warehouse. Make out that Bill of Lading to Groves Fireproof Warehouse Co., 31st and Highland, Kansas City.

**GROVES  
MOVES  
you right**

**WE** appear here for the express purpose of giving you a picture of at least one MERCHANDISE WAREHOUSE COMPANY in the United States that is NOT SOLICITING new business at this time.

Should you desire to connect with our successful service in the future, we will be pleased to add your name to our waiting list.

Fire insurance rate fifteen cents.

### BROKERS OFFICE AND WAREHOUSE COMPANY

KANSAS CITY MISSOURI

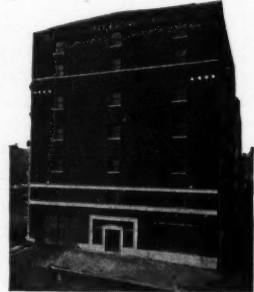
KANSAS CITY, MO.

Fireproof Warehouse  
Convenient to All  
Freight Depots

Send your consignments in our care  
Members of I. F. W. A.

**L. Leritz & Son**

2616-18-20 Warwick



Ins. Rate 22c

KANSAS CITY, MO.

HOMER L. FARR, Mgr.

**The Liberty Warehouse**  
1225-7 UNION AVENUE

Located in the heart of the wholesale district, with side tracks on Union Pacific. Specialists in the handling of distribution accounts.

The Men Who Distribute

**Cook's Linoleum**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## KANSAS CITY, MO.



**Merchandise  
STORAGE  
DISTRIBUTION**

North Kansas City Development Co.  
730 Railway Exchange  
Kansas City, Mo.

## KANSAS CITY, MO.

**KANSAS CITY, MO.**

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

Collections Made and Returned Promptly

*38 Years in  
Business*

*Oldest Firm in  
City*

Member: National Furniture Warehousemen's Association

**PERKY BROS.**

Warehouse, 2431-33 Prospect Branch Office, 217 E. 10th Street  
AUTO VAN SERVICE

## ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

**The American Storage & Moving Co.**

**The J. Brown Storage Co.**

**The Langan & Taylor Storage & Moving Co.**

**The R. U. Leonori Auction & Storage Co.**

In the world of household goods warehousing,  
these words are synonyms—

**SAINT  
LOUIS  
MISSOURI** & **GENERAL  
WAREHOUSING  
COMPANY**

## ST. LOUIS, MO.

**THE GATEWAY  
TO THE WEST AND SOUTH**  
**Columbia Terminals Co.**

*Especially Equipped to Handle*

*Distributed Cars*

*Storage*

*Baggage*

*Drayage*

**OPERATING**

**Ten Warehouses**

**300 Wagons**

**75 Motor Trucks**

**25 Tractors**

**100 Semi-Trailers**

**WE LEASE MOTOR TRUCKS BY HOUR, DAY OR CONTRACT**  
**15,000 TONS STORAGE CAPACITY**

ST. LOUIS, MO.

## BEN A. LANGAN FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.  
ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Truck Service is Unexcelled

ST. LOUIS, MO.



ALSO  
Lipton's Teas  
Ralston's Purina  
Buckeye Cleaner  
Br'er Rabbit Molasses

S. N. LONG WAREHOUSE  
ST. LOUIS, MO.

ST. LOUIS, MO.

### The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles. See page 2 of this issue.



Pennsylvania Terminal Warehouse Co.  
of St. Louis, Missouri.

Rogers Porter, Resident Mgr.

SPRINGFIELD, MO.

The Natural Distributing Point  
for the rich  
Ozark Mountain Territory

SPRINGFIELD WAREHOUSE  
& TRANSFER CO.

Capital \$100,000

Storage and Distribution of Merchandise and  
Four Warehouses Implemets  
Consignment of Pool Cars Solicited  
Modern Facilities for Moving, Packing and Shipping  
Furniture and Household Goods

LINCOLN, NEBR.

## Globe Delivery Co.

Merchandise and Furniture Storage  
Distributors and Forwarders  
5 Warehouses—Trackage

*Write us for explanation of Lincoln's advantages as a distribution center*

LINCOLN, NEBR.



WHEN you select your distribution and warehousing facilities for this territory take advantage of the experience and good reputation of this organization.

General Merchandise Storage and Distribution  
Household Goods Storage, Moving and Shipping

STAR VAN & STORAGE COMPANY  
LINCOLN NEBRASKA

OMAHA, NEBR.

### "ADEQUATE FACILITIES WHEREVER GOODS GO"

We have every facility for handling whatever goods may be offered us  
**BEKINS OMAHA VAN & STORAGE CO.**  
16th and Leavenworth Sts. Omaha, Nebraska

The Men Who Distribute

## Indian Motorcycles

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

OMAHA, NEBR.

# FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

**Exclusive Household Storage****Removals — Packing — Forwarding  
All Collections Promptly Remitted**MEMBERS  
National Furniture Warehousemen's Association  
Central Warehousemen's Club

OMAHA, NEBR.

# GORDON FIREPROOF WAREHOUSE & VAN CO.

**Main Office:****219 North 11th Street**

Four warehouses on track,  
equipped with automatic  
sprinkler systems.

Accommodations  
for brokers, jobbers, auto-  
mobile manufacturers, etc.

## Household Goods Packed, Stored and Forwarded

**MEMBER:**

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.

**The Men Who Distribute**

### Quality Brands

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**The Men Who Distribute**

### Crystal Domino Sugar

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

OMAHA, NEBR.

**NEW FIRE PROOF BUILDING**

336,000 Square Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

## Mercantile Storage & Warehouse Company

**Omaha, Nebraska***We Specialize in Merchandise Distribution*

OMAHA, NEBR.

## THE "CITY OF OPPORTUNITY"

Represented by the

## Pacific Storage & Warehouse Co.

**1007-9-11 JONES STREET**

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE — 75,000  
SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

## OMAHA, NEBR.

**The Terminal Warehouse Co.**

Very centrally located.

702-712 So. 10th St., OMAHA

336,000 Square Feet



MERCHANDISE WAREHOUSING and  
FORWARDING  
BROKERS' OFFICES AND SAMPLE SPACE  
"SERVICE COUNTS"

We have our own truck line and are equipped to make prompt deliveries.

## EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution.

Consign your merchandise to us for prompt and efficient service.

## MANCHESTER, N.H.

**I. BONNIN & SON**  
STORAGE WAREHOUSE AND  
GENERAL TRUCKING

325 ELM STREET

## ATLANTIC CITY, N.J.

**ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.**Office: 110 N. South Carolina Avenue  
Inter-City Auto Service

Heavy Hauling

Railroad  
Siding and  
Storage YardStorage for  
Goods and  
Merchandise

Piano Moving

Phone 108



## EAST ORANGE, N.J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

FIREPROOF

NON-FIREPROOF

MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## EAST ORANGE, N.J.

**The Orange Storage Warehouse**

Fireproof Household Goods Warehouses

42 Harrison Street

MOTOR TRUCK EQUIPMENT

Members New Jersey Furniture Warehousemen's Association.

## NEWARK, N.J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods Storage of Household Goods  
Freight, Heavy Haulage, Mdse., New Autos, Implements,  
Motor Service Yard Storage.Factory Distributors  
Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N.J.

**JOS. J. KROEGER**

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

473-479 Twelfth Ave.

## NEWARK, N.J.

ESTABLISHED 1860

SHIP TO NEWARK'S LEADING  
FURNITURE and MERCHANDISE WAREHOUSE**KNICKERBOCKER STORAGE  
WAREHOUSE COMPANY**JOHN MULLIGAN  
PRES.JAMES E. MULLIGAN  
SEC. & GEN. MGR.MOVING, PACKING, DISTRIBUTING,  
SHIPPING, MOTOR EQUIPMENT

MEMBERS N. F. W. A. and N. J. F. W. A.

## NEWARK, N.J.

**Lehigh Warehouse &  
Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N.J.

Storage and Distribution of  
General Merchandise

Lehigh Valley Siding

Motor Trucks for Local and Long  
Distance Work.

Members: American Warehousemen's Ass'n

## NEWARK, N.J.

**Park Avenue Storage Company**

359-365 Park Avenue, Newark, New Jersey

Furniture and Warehouse Storage, Reinforced Concrete  
Buildings, on D., L. & W. R. R.

Inquiries solicited for storage and distribution.

Member New Jersey Association



BROOKLYN, N. Y.

## Just Good Service— That's All

*Lighterage  
Limits*

*Free and Bonded  
Warehouses*

## BOWNE-MORTON'S STORES, Inc.

GOWANUS BAY  
BROOKLYN, N. Y.

Office:  
611 Smith Street

Warehousemen  
and  
Forwarders

BROOKLYN, N. Y.

Established 1890

When Shipping Your Household  
Goods  
To or From Brooklyn  
Have It Done Right—And Right Means By  
**HARRAGAN'S**  
Storage Warehouse, Inc.  
Storing—Packing—Moving—Shipping  
244-246 Havemeyer Street Brooklyn, N. Y.  
Mark Goods in Our Care, Eastern Dis-  
trict Terminal, Brooklyn  
POOL CARS DISTRIBUTED

BROOKLYN, N. Y.

Established 1889

## Chas. D. Strang's Montauk Storage Company

187-199 So. PORTLAND AVE.  
178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.

Storage, Moving, Packing and  
Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

BROOKLYN, N. Y.

Cable Address, Jenkinlis  
Western Union

Long Distance Phones  
3100-3101-3102 Bedford



### ABSOLUTELY FIREPROOF Long Island Storage Warehouses

Nostrand and Gates Avenues  
BRANCH WAREHOUSES  
881-891 Park Avenue 781-789 Kent Avenue

To save delay in consignments for delivery to any part of  
New York City or Brooklyn, mark goods in our care to "Eastern  
District Terminal, Brooklyn." This is the center of Greater  
New York—no delay due to congestion.

Try shipping this way. We know

BROOKLYN, N. Y.

"In the Heart of the Shipping District"

## Wallabout Merchants Warehouse Co., Inc.

LISTED,  
FREE and  
BONDED



Office:

414 Flushing Ave., Brooklyn, N. Y.  
Phones 64 and 65 Williamsburg  
New York Office: 338 Washington St.  
Phone 1521 Franklin

Greenpoint Office:

Vandervoort Ave., Withers and Jackson Sts.

## Wallabout Basin Storage Co., Inc.

Office, 1212 Metz Street  
"On the Water Front"  
Phones 3282 and 3283 Williamsburg

Forwarding, Storage, Carting,  
Lightering, Weighing, Etc.  
Tobacco Inspection Warehouse  
Guaranteed Sampling by Experts

WAREHOUSES:  
400-414 Flushing Ave. 2-20 Skillman St. 21-35 Franklin Ave.  
OFFICERS:  
George Dressler, President L. J. Lippmann, Treasurer  
Henry Hemmerdinger, Vice-Pres. M. G. Michaels, Secretary  
Manasseh Miller, Counsel H. N. Cohen, Manager

## BUFFALO, N. Y.

**BUFFALO  
STORAGE & CARTING COMPANY**  
STORAGE, TRANSFER AND  
FORWARDING  
Warehouse on New York Central Tracks

## BUFFALO, N. Y.

**O. J. GLENN & SON**

Everything in the Line of Moving,  
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

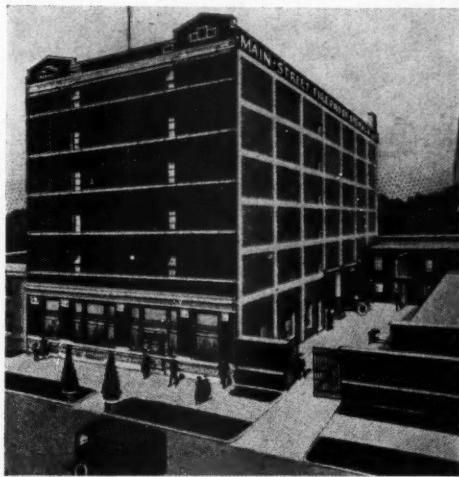
## BUFFALO, N. Y.

**LEONARD WAREHOUSES, INC.**  
157-167 Georgia St. 73-93 Front Ave.

Household Goods stored, packed  
and shipped by experienced men.

BUFFALO AND DETROIT

## BUFFALO, N. Y.

**ABSOLUTELY FIREPROOF  
—STORAGE— —MOVING— —PACKING—**

NEW especially built warehouse for household goods. Tile Partition Rooms with Steel Doors. We are the only firm in Buffalo who have all fireproof warehouses for storing household goods. Investment \$200,000.

Large and Small Auto Trucks for Moving Anywhere.  
65,000 Sq. Ft. Fireproof Storage Space.

Consign Buffalo Shipments to Us.

Immediate Returns on Receipt of Bill of Lading.  
Prompt—Careful—Honest—Service.

**FRED. F. DYE** Pres.-Treas.

Main St. FIREPROOF WAREHOUSE Co., Inc.  
**1661-1669 Main Street** Buffalo, N. Y.  
Members of Chamber of Commerce, N. Y. Furniture and Nat. Furniture  
Warehousemen Association

## BUFFALO, N. Y.

**Monarch Storage & Warehouse Co., Inc.  
“SERVICE”**

In distribution of goods for National Merchandisers.  
286-308 Elm St., Buffalo, N. Y.

## ELMIRA, N. Y.

**WE SHIP SUDDEN**

Located Main Line—D. L. & W. R. R. and  
Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING  
Best Warehouse in the Southern Tier.  
Low insurance.

Reference: Second National Bank,  
Chemung Canal Trust Co.  
and many mercantile houses.

**JOSEPH BIMBERG SONS**

Elmira, N. Y.

## ELMIRA, N. Y.

**We Offer the Most Complete  
Service in Elmira and  
Vicinity****Service Our Middle Name**

BEST DISTRIBUTING POINT  
in Western New York and Pennsylvania

Three Warehouses, 75,000 square feet  
floor space, can accommodate 150 cars  
of merchandise.

Free switching privileges, D. L. & W.,  
Erie, Penna. and L. V. Railroads.  
Switch enters building; can load and  
unload under cover.

General Merchandise and Storage. For-  
warding and Transferring a Specialty.  
Competent help in office and warehouse.  
We can be used as a branch house at no  
extra expense.

We do our own trucking.

**ELMIRA  
STORAGE AND SALES  
COMPANY**

## FLUSHING, N. Y.

**Blackham Storage & Trucking Co.  
INC.**

We do a general storage, moving, carting and  
packing business covering Flushing and  
Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## MT. VERNON, N.Y.

**MAKE YOUR MT. VERNON, N. Y., SHIP-  
MENTS IN CARE  
CHAS. L. CARBREY**

Member, N. Y. Furniture W'h. Ass'n.  
Nat'l. Furniture W'h. Ass'n.

# ADVERTISING

By DR. FRANK CRANE

(Copyright by Frank Crane)

**A**DVERTISING is the greatest business in the world. That is not because it enables business people to sell more goods, not because it is a way to make great profits. Nothing can be really great for any purely dollars-and-cents reason.

It is because, in advertising, business becomes vocal. When, in the course of evolution, the animal acquired speech and became able to utter himself, he had made the longest stride in development. He had stepped from brute to man.

The human soul dates back to the first word. "In the beginning was the word."

Advertisement is the utterance of human energy. Craftsmanship is good, and industry, and organization, and business ability; but they are dumb giants until they find speech—dumb and dangerous.

Business, including manufacturing, farming, transportation, and selling, is to the new world what fighting was to the old. The old world organized only to kill, and its genius was displayed by great generals. Its heroes were the mighty killers. To them it set up its statues.

The new world, typified by, led by America, is organized to serve, to make

human life richer, deeper, stronger, more complex and heterogeneous.

And business is simply service. Business comes to itself, attains maturity and full self-expression only through advertising.

Advertising is the breath of life breathed into the nostrils of business, by which it becomes a living soul.

Thus advertising not only enlarges business; it radically changes the nature of business.

By it business passes from bureaucracy and autocracy into democracy. It takes the whole people into its growth. It enters the veins of the commonwealth. It becomes a function of communal life.

Without advertising comes decay and death.

Nations need advertising. If they would advertise they would prevent war. War is the self-expression of dumb brute force.

*Advertising is the self-expression of intelligent strength that knows how to speak.*

It is the something plus in advertising that is significant. It is this something plus that makes advertising to business what art is to handiwork, what music is to feeling, what language is to the soul.

## LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service

Advertising and Selling	Electrical World	Motor Age
American Architect	Embalmers' Monthly	Motorcycle and Bicycle Illustrated
American Blacksmith	Engineering and Contracting	Motor Truck
American Exporter	Engineering and Mining Journal	MOTOR WORLD
American Funeral Director	Engineering News-Record	National Builder
American Hatter	Factory	National Cleaner and Dyer
American Machinist	Farm Implement News	National Druggist
American Paint Journal	Farm Machinery—Farm Power	National Petroleum News
American Paint and Oil Dealer	Fire and Water Engineering	Nautical Gazette
American Printer	Foundry (The)	Northwest Commercial Bulletin
American School Board Journal	Furniture Journal	Northwestern Druggist
Architectural Record	Furniture Manufacturer and Artisan	Nugent's, The Garment Weekly
Automobile Dealer and Repairer	Furniture Merchants' Trade Journal	Oil News
Automobile Journal	Gas Age	Oil Trade Journal
Automotive Industries	Gas Record	Plumber and Steam Fitter
Bakers Weekly	Grand Rapids Furniture Record	Power
Boot and Shoe Recorder	Haberdasher	Power Boating
Brick and Clay Record	Hardware Age	Power Farming Dealer
Buildings and Building Management	Heating and Ventilating Magazine	Power Plant Engineering
Building Supply News	Hide and Leather	Price Current—Grain Reporter
Bulletin of Pharmacy	Hospital Management	Railway Age
Canadian Grocer	Hotel Monthly	Railway Electrical Engineer
Canadian Railway & Marine World	Illustrated Milliner	Railway Maintenance Engineer
Candy and Ice Cream	Implement and Tractor Age	Railway Mechanical Engineer
Chemical & Metallurgical Engineering	Implement and Tractor Trade Journal	Railway Signal Engineer
Clother and Furnisher	Industrial Arts Magazine	Retail Lumberman
Coal Age	Inland Printer	Rubber Age and Tire News
Coal Trade Journal	Iron Age	Shoe Findings
Concrete	Iron Trade Review	Shoe and Leather Reporter
Cotton	Lumber	Shoe Retailer
Daily Iron Trade and Metal Market Report	Lumber Trade Journal	Southern Engineer
Distribution and Warehousing	Lumber World Review	Southern Hardware & Implement Journal
Domestic Engineering	Manufacturers' Record	Sporting Goods Dealer
Dry Goods Economist	Manufacturing Jeweler	Starchroom Laundry Journal
Drygoodsman	Marine Engineering	Tea and Coffee Trade Journal
Dry Goods Reporter	Marine Review	Textile World Journal
Electrical Railway Journal	Millinery Trade Review	Timberman
Electrical Merchandising	Mill Supplies	Welding Engineer
Electrical Record	Mining and Scientific Press	Woodworker
	Modern Hospital	

THE ASSOCIATED BUSINESS PAPERS, INCORPORATED  
HEADQUARTERS - - - 220 WEST 42nd STREET - - - NEW YORK

## NEW YORK, N. Y.

Main Office  
221 West Broadway

Tel.  
Franklin 0406

## Adriatic Warehouse Corp.

*Storage for General Merchandise*

221-223 West Broadway  
5-7 White Street, New York

## NEW YORK, N. Y.

"Every Room is an Actual Vault"

### Atlas Fireproof Storage Warehouse Co.

157 159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping  
A terminal of every railroad in immediate  
vicinity. Bill "Harlem Terminal." Automobiles taken in dead storage.

Consign your shipment to us for proper  
attention.

N Y F W A

V O A

## NEW YORK, N. Y.

## THE BRONX REFRIGERATING COMPANY

520-536 Westchester Ave.

New York City



With 2,000,000 cubic feet of general and cold storage space, we offer the most economical service for handling of all kinds of merchandise and food products.

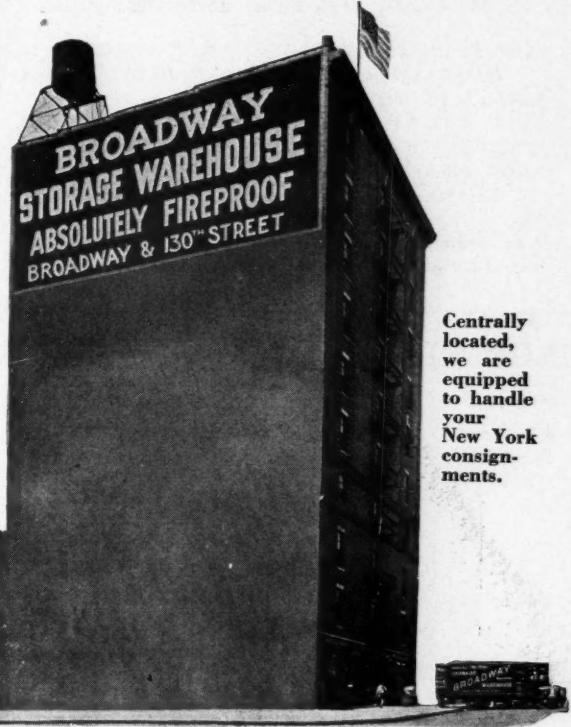
Location, fire-proof construction, low insurance, a 12-car switch and trucking service, all combine to make a money-saving proposition for storers of goods destined for retail or wholesale distribution.

We are in the center of the world's largest consuming population. We are now patronized by a number of the largest distributers in the country. Why not by you?

## NEW YORK, N. Y.

## HOUSEHOLD GOODS

STORED, MOVED PACKED AND SHIPPED



Centrally located,  
we are  
equipped  
to handle  
your  
New York  
consign-  
ments.

## NEW YORK, N. Y.

**Baltimore & Ohio Stores, Inc.**  
S. W. Corner 26th Street and 11th Avenue

LOWEST INSURANCE RATES IN NEW YORK.  
MOST CENTRAL LOCATION IN NEW YORK.  
SERVICE, PROMPT AND EFFICIENT.  
B. & O. R.R. TRACKS RUN INTO WAREHOUSES.  
CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY  
PLANNED FOR HANDLING FOODSTUFFS.  
REASONABLE STORAGE RATES.

Also Baltimore & Ohio (Pier 21, East River) Stores,  
foot of Dover Street, for Flour, Feed and Cereal Products.

## NEW YORK, N. Y.

**Established Forty Years****CAMPBELL STORES**

Warehousemen and Truckmen  
Hoboken, New Jersey

Just Across the River from New York City  
**OUR NEW STORAGE RATE GUIDE**  
(Second Edition)  
Fresh from the Printer  
**REDUCED RATES**  
If Interested, Ask for One

## NEW YORK, N. Y.

**Consult Our Traffic Dept.**  
For Export and Distribution  
**Exporters Warehouse Co.**  
General Offices  
53 Jay Street, New York City

Eight centrally located stores on Manhattan Island.  
Free—Tea Bonded and General Bonded.

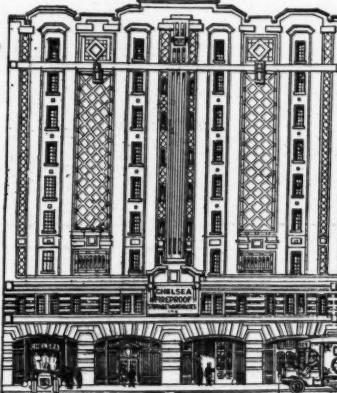
## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.****COMPLETE SERVICE TO SHIPPERS**

Storage, Moving, Packing, Shipping, Express  
and General Trucking

Ship to the  
Chelsea

Equipped  
for prompt  
service.



Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office  
426-434 West 26th St.

Harlem Branch  
112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.

**We solicit****Your New York Territory Business**

Located in the busiest section of the world's largest city and having access to all steamship piers and railroad terminals, we are in a favorable position to give your clients quick, reliable and efficient service on all shipments.

We make prompt collection and remittance of your charges.

STORAGE—of general merchandise  
—Tea Bonded  
Warehouse

C A R T A G E—A large fleet of motor trucks always at your service.

SAMPLING—We employ experienced samplers on all kinds of merchandise

Receiving—  
Packing—  
Distributing—  
Warehousing—

We Also Handle  
the Grinding of  
Shellac—Soda—  
Gums

(Output capacity  
per day—8 to 10  
tons)

**East Coast Warehouse Co., Inc.**

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN  
President

C. R. DUNCAN  
Secretary-Treasurer

## NEW YORK, N. Y.

**GHIANDELL & CASALE**  
TRUCKING AND WAREHOUSING

(Bonded License No. 1308)

Main Office:  
No. 31 Perry Street  
Phone Chelsea 2960Branch Office:  
No. 407 W. 13th Street  
Phone Chelsea 4656

## NEW YORK, N. Y.

**The GILBERT STORAGE CO., Inc.**  
*formerly*

HARLEM STORAGE WAREHOUSE CO. INC.

211 East 100<sup>th</sup> St., New York City  
Telephone LENOX 850-9508

Walter C. Gilbert, Pres. Barrett C. Gilbert, V.Pres.

## NEW YORK, N. Y.

**Independent Warehouses**

Incorporated

415-427 Greenwich Street, New York

Fourteen storage warehouses, *bonded* and *free*, in the Metropolitan District of New York, with more than 1,000,000 square feet of floor space—situated near the more important railway and steamship terminals.

**Special Services**—Automatic Insurance; Insured Warehouse Receipts; Inspection, Appraisal, Sale and Liquidation of merchandise.

## NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

## NEW YORK, N. Y.

Tel. Longacre 491

Edward Keevan, Prop.

**Long Acre Express and Van Co.****Storage Warehouse**Moving, Trucking, Packing and Shipping  
408-410 WEST 47th STREETMotor Vans  
Bet. 9th and 10th Aves. N. F. W. A. New York

## NEW YORK, N. Y.

**Mott Haven Storage Warehouse Co.**Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor ServiceAdjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

## NEW YORK, N. Y.

**MORGAN & BROTHER**Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING

STORAGE

PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed and Shipped to All Parts of the World*

230 - 232 - 234 - 236 WEST 47th STREET  
TELEPHONE 0052 BRYANT

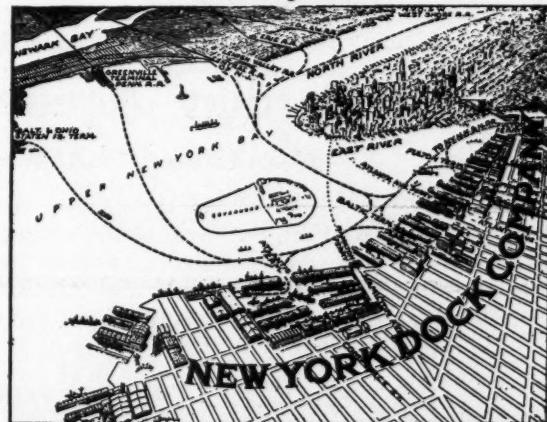
Times Square

Cable Address: MORGANWARE

## Members:

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
Merchants' Association of New York

## NEW YORK, N.Y.

**Largest Bonded and Free Warehouse and Pier System in the Western Hemisphere**

Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS  
3 RAILROAD TERMINALS*Buildings for lease with lightage and railroad facilities***NEW YORK DOCK COMPANY**44 Whitehall Street, New York  
Calendar showing map of New York Harbor sent on request

NEW YORK, N. Y.

# PROGRESSIVE WAREHOUSES INC

## Free and Bonded Storage

We can handle your distribution. Direct delivery service throughout New York and vicinity.

**LOWEST INSURANCE RATES IN NEW YORK**  
 407-411 Greenwich St. 533-537 West 48th St.  
 166-172 Perry St. 15-17 Hubert St.

NEW YORK, N. Y.

## H. W. ST. JOHN & CO.

37 Pearl St., New York

### STORAGE AND DISTRIBUTION

Proprietary Articles and Case Goods

Largest Distributors of Proprietary Medicines  
in New York City

Domestic and Foreign Re-shipments

#### EXPORT FREIGHT BROKERS

Established 1902

NEW YORK

BOSTON

MONTREAL

NEW YORK, N. Y.

## Santine Storage Warehouse Co.

Direct Siding, N. Y. C. R. R. Consign to us Claremont Station, 172-173rd Street. We are equipped to handle both household goods and merchandise. Our location enables us to cover the Bronx and Manhattan most economically, and effectively. **Packing—Shipping—Moving.**

632 EAST 169th STREET.

NEW YORK, N. Y.

## IF YOU

Want Pool Car Distribution Service  
Want a Distributing Warehouse  
Want a Delivery Service in Greater New York

*Consult Our Western Manager*

DANIEL P. BOEHM, JR.

236 North Clark St., Chicago, Ill.

## SHEPHARD WAREHOUSES

159 Hudson St., New York

NEW YORK, N. Y.

## The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

**Efficient Service Our Motto**

**Packing—Shipping—Crating**

National Furniture Warehousemen's Association  
Members of  
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

# WARWICK-THOMSON CO.

## Transfer

## Forwarding Agents and Warehousemen

Main Office: 600 West 34th St., New York City

**Railroad-Freight.** Out-of-town Shippers of Car Loads to New York, consigned to one or more firms, can ship in care of WARWICK-THOMSON CO. and PROMPT DELIVERY and SATISFACTORY SERVICE will be guaranteed. We will re-ship your goods for suburban delivery by the BEST and CHEAPEST LINES.

**BEST FACILITIES OF ANY FORWARDING AGENT IN NEW YORK CITY.**

**WAREHOUSES.** Charges reasonable and Insurance Rates Low. Merchandise can be stored with us and delivered or shipped as per order, giving out-of-town firms same advantages for quick delivery as if they had warehouses in New York City.

Correspondence solicited.

**NEW YORK, N. Y.**

To insure quick delivery and lowest handling expense consign all New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal; Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal.

**TOOKER STORAGE &  
FORWARDING CO.****MERCHANDISE WAREHOUSEMEN**

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

**NEW YORK, N. Y.**

**Willowfield  
WAREHOUSES**  
Inc.

**General Merchandise Storage**  
665-73 11th Ave. and 601-03 W. 48th St.  
New York City

**NIAGARA FALLS, N. Y.****WILLIAM YOUNG**

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

**ROCHESTER, N. Y.**

Arthur S. Blanchard, President and Treasurer

**Blanchard Storage Co., Inc.**

Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

**ROCHESTER, N.Y.**

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.**

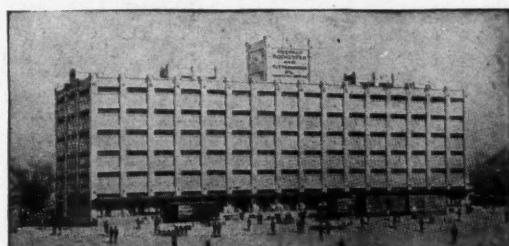
55-83 Railroad Street

Rochester, N. Y.

The Men Who Distribute

**Vick's Vaporub**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**ROCHESTER, N. Y.****General Merchandise Storage****DISTRIBUTION AND FORWARDING**

Insurance Rate 12c.

Service That Brings Results.

**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

**ROCHESTER, N. Y.****ROCHESTER CARTING Co.**

Members New York Warehousemen's Association  
Distributors of Car Load Freight  
Unsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods  
Two Large Storage Warehouses  
162-164 ANDREWS STREET

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

The Men Who Distribute  
**Durkee's Salad Dressing**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

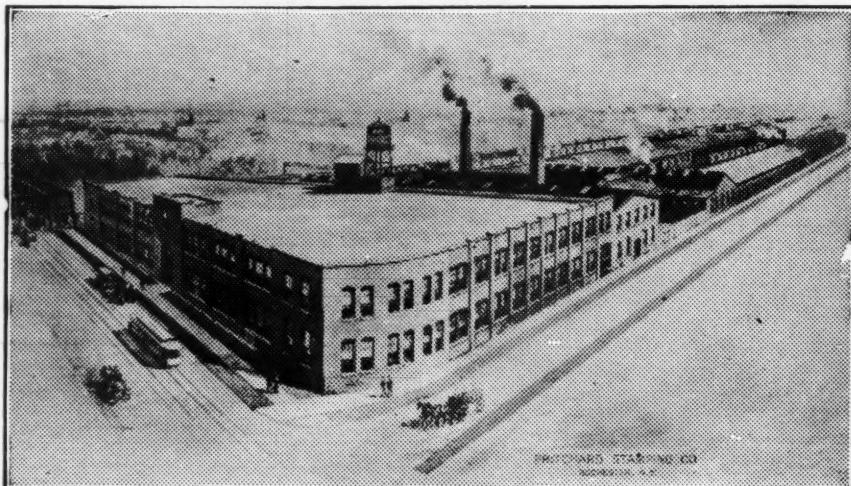
The Men Who Distribute

**Columbia Graphophones**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

ROCHESTER, N. Y.

## ROCHESTER'S LARGEST WAREHOUSE



Situated on the Main Line of the New York Central Railroad.

Located at the Hub of the Commercial and Residential Districts.

**Storage for  
General  
Merchandise  
and Household  
Goods**

**750 CARLOAD CAPACITY**

Connections with All Railroads Entering City

Direct Switch Running Into Buildings

Local and Long Distance Hauling and Distribution

"Same Day Service"

Buildings Fully Equipped with Sprinkler System

## PRITCHARD STORAGE & WAREHOUSE COMPANY

East Main Street & N. Y. C. R. R.

Rochester, N. Y.

ROCHESTER, N. Y.

## JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses**

**Two Non-fireproof Warehouses**

**Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n

SCHENECTADY, N. Y.

## Lights and Hauls the World

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

**NEIL F. RYAN**

*We Move Anything Anywhere*

Storage Warehouse:  
228-234 Broadway

Fleet of Fourteen Trucks and  
Vans. Local and Long Distance Hauling.

SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

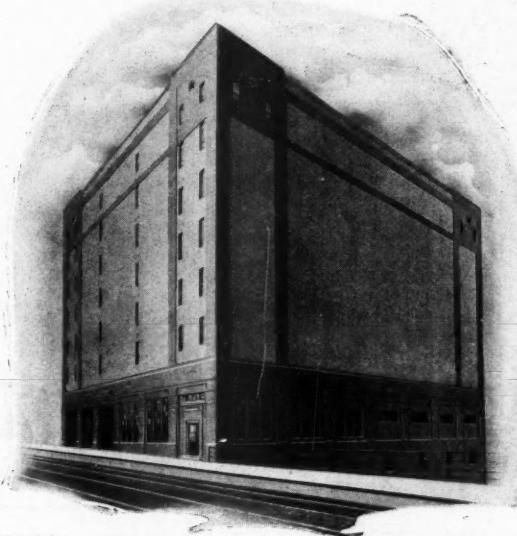
Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

**SCHENECTADY STORAGE & TRUCKING COMPANY**

SYRACUSE, N. Y.

## GREAT NORTHERN WAREHOUSES, Inc.

*The Warehouse That PUT SERVICE  
in Warehousing at Syracuse*



**BACK UP**  
**YOUR NATIONAL**  
**ADVERTISING**  
**AND QUALITY PRODUCT**  
**WITH GREAT NORTHERN**  
**DISTRIBUTION SERVICE**  
**AT SYRACUSE, N. Y.**  
**OR YOU LOSE IN SOME WAY**



350-360 West Fayette Street  
Syracuse New York

SYRACUSE, N. Y.

## The Central City Storage & Transfer Co., Inc.

WILL FURNISH YOU

Satisfactory	Storage Distribution	Service
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AT

SYRACUSE, N. Y.  
PLUM & WILKINSON STS.

SYRACUSE, N. Y.

## Flagg Storage Warehouse

### TWO FIREPROOF WAREHOUSES

STORAGE OF GENERAL MERCHANDISE  
and HOUSEHOLD GOODS

We are in position to render quick and efficient  
service.

Centrally located to all jobbers and freight  
houses.

Correspondence Solicited.

100 Townsend St.,

Syracuse, N. Y.

SYRACUSE, N. Y.

## King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



### COMMERCIAL and FURNITURE STORAGE PRIVATE RAILROAD SIDINGS

#### DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

#### HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

## SYRACUSE, N. Y.

**Always Ready to Serve and Satisfy**  
**Syracuse Furniture & Forwarding Co., Inc.**  
**270-272 James St.**

Better Than Bank Service on Collections  
 Up-to-the-Minute Service

## MOVING PACKING SHIPPING STORAGE



Sixteen years of satisfactory, progressive and efficient service in Syracuse enables us to give the best at the least expense.

## SYRACUSE SHIPMENTS MADE IN OUR CARE WILL BE HANDLED RIGHT

Centrally Located to all Freight Houses



Siding on New York Central for handling car-load shipments.

## UTICA, N. Y.

## Consign Utica Shipments to

JONES-CLARK TRUCKING AND STORAGE CO., Inc.

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

## CHARLOTTE, N. C.

## UNION STORAGE COMPANY

General Warehousemen  
 Merchandise Distributors  
 Manufacturers' Agents

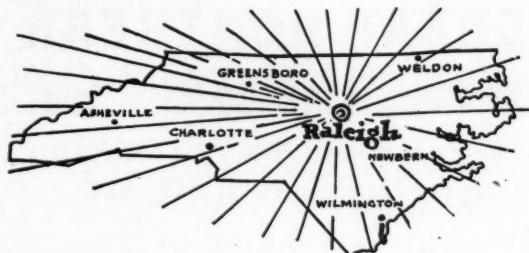
CHARLOTTE, N. C.

Center of Southern Textile Field  
 Population Nearly 5,000,000 in 150-Mile Radius

## If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

## RALEIGH, N. C.



**R**ALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and reshipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

# CAROLINA

STORAGE AND DISTRIBUTING COMPANY  
 (BONDED)

## AKRON, OHIO

## Akron Warehouse Company

211-215 S. Broadway

AKRON, OHIO

Two Large Warehouses

Railroad siding at each warehouse

Pool and Club Car Distribution

Household Goods and Merchandise

Motor Truck Equipment

W. W. Sharp, President M. A. Gardner, Manager

## CANTON, OHIO

## The Canton Storage Co.

318 Cherry Ave., N. E.

CANTON, OHIO

"WE DELIVER EVERYTHING."

TWO LARGE WAREHOUSES  
 ABSOLUTELY FIREPROOF.

MERCHANDISE & HOUSEHOLD GOODS STORAGE.

Car load lots and less than car load lots received, checked, distributed and forwarded.

Served by all Railroads Entering Canton

AKRON  
COLUMBUS } OHIO  
MANSFIELD

# The Cotter Warehouses O F O H I O

## AKRON — COLUMBUS — MANSFIELD

(8 Warehouses)

(7 Warehouses)

(5 Warehouses)

### THE UNION FIREPROOF WAREHOUSE CO.

AKRON, OHIO

OPERATING

THE UNION FIREPROOF FURNITURE WAREHOUSES

AND

THE UNION TERMINAL WAREHOUSES

Merchandise Storage and Pool Car Distribution

B. &amp; O., Erie &amp; Penna. R. R. Sidings

Motor Vans

Packing

### THE W. LEE COTTER WAREHOUSE CO.

COLUMBUS, OHIO

OPERATING

THE COLUMBUS TERMINAL WAREHOUSE

Fireproof and Non-Fireproof Warehouses

Merchandise Storage and Distribution

Save 35 to 50% freight by shipping in car lots.

### THE COTTER TRANSFER & STORAGE CO.

MANSFIELD, OHIO

The Trunk Line City

Fireproof and Non-Fireproof Warehouses

Furniture and Merchandise Storage Distribution

MOTOR TRUCKS

HEAVY HAULING

## CANTON, OHIO

**The Cummings Storage Co.**

Cor. 4th and Walnut St., S. E.  
CANTON, OHIO

**General Merchandise, Distribution and Household Goods Storage.**

**Fireproof and Non-Fireproof Buildings. Private Steel Lockers.**

Unsurpassed facilities for handling pool car and car load shipments.

Railroad Sidings  
Logical Distributor for this Section

## CINCINNATI, OHIO

**FRED PAGELS**

**Fireproof and Non-Fireproof**

**Business Established in 1867 and built up by  
A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

**THE GATEWAY OF THE SOUTH**

CONSIGN TO AND STORE YOUR CARS OF

**Oils — Greases — Lubricants — Inks — Colors  
— Liquid Chemicals — Varnishes — Compounds**

and other commodities of this nature put up in tight cooperage,  
in our cool cement cellars. Low rates. Excellent service.

The Baltimore & Ohio Warehouse, 918 W. 5th Street

The Men Who Distribute  
**Ginter Products**  
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## CINCINNATI, OHIO

**A Good Reputation of Long Standing**

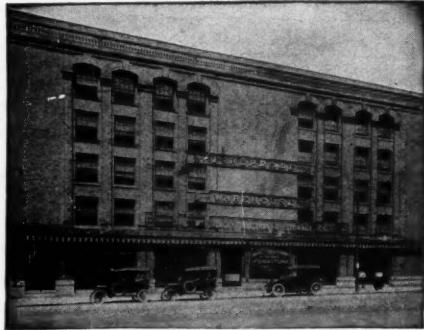
Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transhipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, plus the advantages named on page 2 of this issue, are good cause for you to entrust your warehousing interests to us. See page 2 of this issue.

**PANHANDLE STORAGE WAREHOUSE**

Cincinnati Ohio

J. F. Upperman, Resident Manager

## CINCINNATI, OHIO

**"STACEY FIRST"****SERVICE**

**FIREPROOF AND NON-FIRE-  
PROOF WAREHOUSES**

MODERN MOTOR  
VAN EQUIPMENT

**RELIABILITY**

Established 1891 Investment \$250,000  
Your interests carefully protected

**STACEY STORAGE CO.**

2333 Gilbert Avenue

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-  
loads for out of town firms. Warehouse on Pennsyl-  
vania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**

222 and 224 East Front Street

## CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to

**THE ZEIGLER-SCHAEFER CO.**

2941-43 EASTERN AVE.

SIDING ON PENNSYLVANIA LINES

Moving	Storage	Packing	Shipping
-	Efficient and Courteous Service	-	Prompt Remittances
COMPLETE MOTOR TRUCK EQUIPMENT			

# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

**JOHN BECKER**  
Fireproof Storage

2055 W. 41st STREET

The  
**KNICKERBOCKER**  
**STORAGE CO.**

7724 DETROIT AVE.

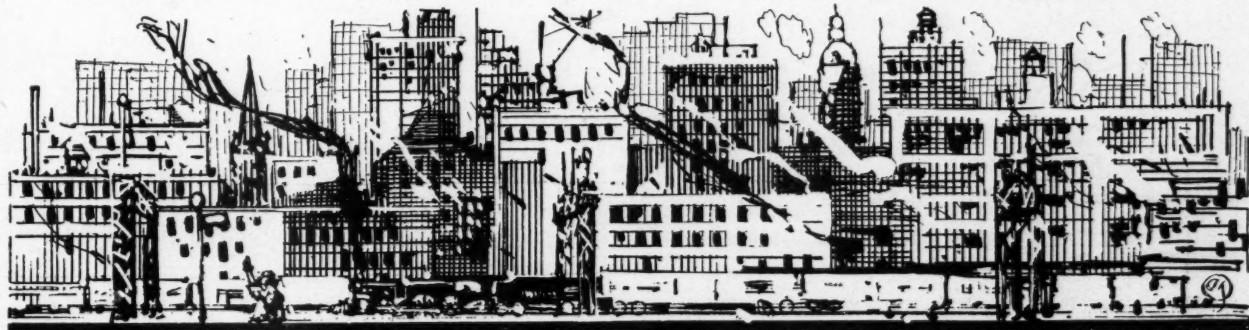
The  
**GARFIELD MOVING**  
**& STORAGE CO.**

9204 BUCKEYE ROAD

**LAKE SHORE MOVING**  
**AND STORAGE CO.**

664 EAST 105th ST.

MEMBERS OF CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION



# Cleveland

MEMBERS OF NATIONAL FURNITURE

The  
**LINCOLN FIREPROOF  
STORAGE CO.**

5660-5704 EUCLID AVE.

The  
**NEAL FIREPROOF  
STORAGE CO.**

7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

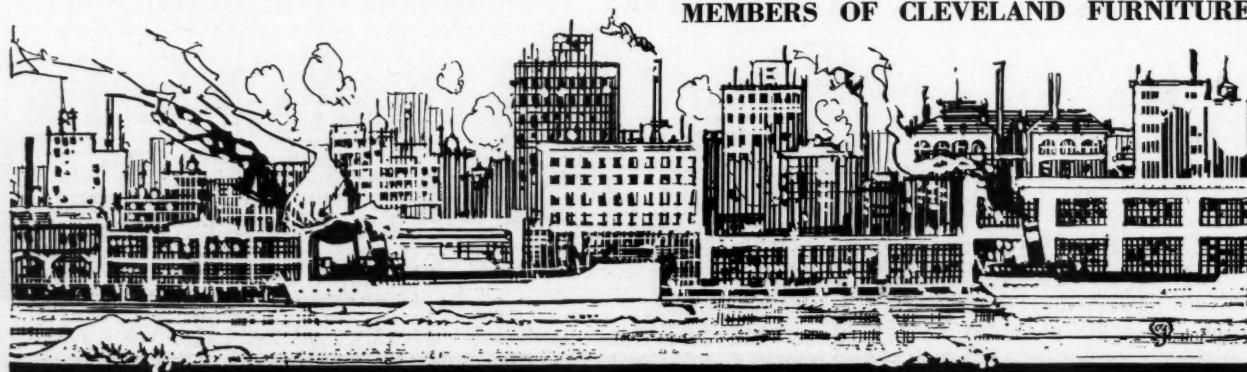
The  
**SCOTT BROS. FIRE-  
PROOF STORAGE CO.**

1838-40 EAST 55th ST.

The  
**EUCLID AVE. FIRE-  
PROOF STORAGE CO.**

11605-09 EUCLID AVE.

MEMBERS OF CLEVELAND FURNITURE



# Fifth City

WAREHOUSEMEN'S ASSOCIATION

The  
REDHEAD  
STORAGE CO.

2041 EAST 105th ST.

The  
LAKEWOOD FIRE-  
PROOF STORAGE CO.

14401 DETROIT AVE.

Only Warehouse in Lakewood Territory

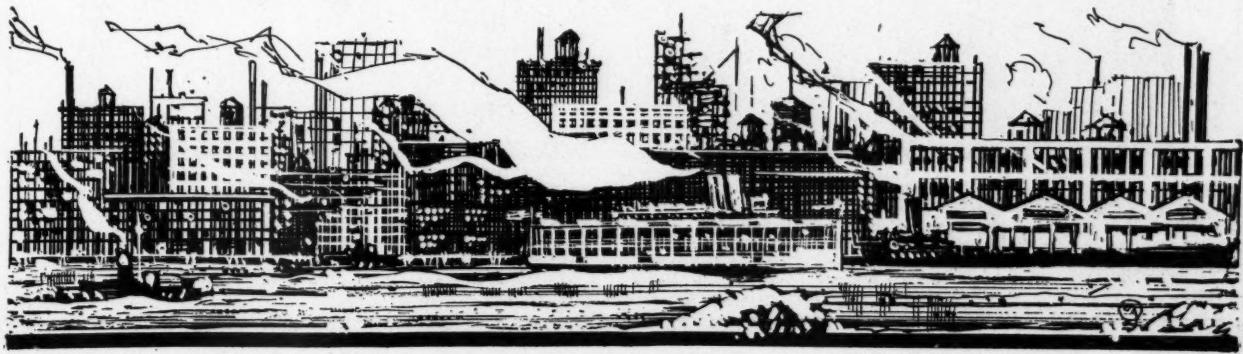
The  
WINDERMERE  
TRANSFER & MOVING CO.  
FIREPROOF  
STORAGE

14136 EUCLID AVE.

The  
ANDREWS FIREPROOF  
STORAGE CO.

6802 LEXINGTON AVE.

WAREHOUSEMEN'S ASSOCIATION



CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**  
Sprinkler System

3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

# THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets  
CLEVELAND, OHIO

## MERCANTILE STORAGE AND GENERAL TRUCKING

Low Insurance  
Sprinkler SystemPrivate Siding on  
C. C. C. & St. L. R. R.Pool Cars for Distribution  
Motor Truck Service

CLEVELAND, OHIO

# Ship Through LEDERER

## Terminal Warehouse Co.

1,200,000 Cubic Feet Mercantile Space  
Private Siding, Erie R. R.

Storing — Distributing — Forwarding

*"We Make Your Interest Ours"*

Offices, Forest City Bank Bldg.

CLEVELAND, OHIO

# THE CENTRAL STORAGE WAREHOUSE CO.,

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCHANTISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS  
LET US SERVE THEM AS THEY SHOULD BE SERVED  
OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.  
OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.  
—WE CONSERVE YOUR INTERESTS—

## CLEVELAND, OHIO



3,000,000 cubic feet General Storage and Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

*New, Fire Proof Building*

SERVICE  
Is all we have to sell.

*We solicit your business*

Ninth Street Terminal Warehouse Co.

WM. J. HOGAN, President  
Cleveland, Ohio

## CLEVELAND, OHIO

## L. WURM MOVING AND STORAGE CO.

Cleveland, Ohio



Office:  
7903 Superior Ave.  
Rosedale 2741

Warehouse:  
1328 E. 80th St.  
Rosedale 1198

Long Distance Hauling a Specialty.

## COLUMBUS, OHIO

Safety First

The Fireproof  
Warehouse & Storage Company  
1018-30 North High Street  
Columbus, Ohio

TRANSFERRING — STORING — PACKING  
We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO

**THE KUTSCHBACH-MCNALLY CO.**

Complete Facilities for Storing and Forwarding  
HOUSEHOLD GOODS and MERCHANDISE  
Siding on Pennsylvania Tracks  
Manufacturers' Distributors MOTÖR Equipment  
Member Interstate Warehousemen's Association

## COLUMBUS, OHIO

**The Merchandise Storage Company**

Columbus, Ohio  
General Storage & Distribution  
SERVICE THAT WILL SATISFY

## DAYTON, OHIO

**THE LINCOLN STORAGE CO.**

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.  
313-315 EAST FIRST STREET  
A. B. Compton, Vice-President

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED  
BAINBRIDGE, BACON & STATE STREETS  
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

**THE Lakewood Fireproof Storage Co.**

14401 Detroit Ave.

LAKEWOOD OHIO CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## SPRINGFIELD, OHIO

**THE Citizens Transfer and Storage Co.**

Lowry Ave. and Big Four R. R., Springfield, Ohio

STORAGE OF  
Merchandise and Household Goods  
Forwarders and Distributors Motor Truck Service  
W. A. HANCE W. P. BYERMAN  
MEMBER: OHIO WAREHOUSE AND TRANSPORTATION ASSOCIATION

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

**WAGNER FIREPROOF STORAGE & TRUCK CO.**

Siding on Pennsylvania Lines  
Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

## TOLEDO, OHIO

**DEPENTHAL TRUCK & STORAGE COMPANY**

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture  
Warehousemen's Associations

## TOLEDO, OHIO

**DREW DOES IT****H. L. Drew Cartage and Storage Co.**

Merchandise and household goods storage.  
Moving, packing, Crating and Shipping.

439 Huron St., Toledo, Ohio

## TOLEDO, OHIO

**THE GENERAL FIREPROOF STORAGE CO.**

651-655 STATE STREET

**Household Goods Exclusively**

*Members:* Illinois Furniture Warehouse Association  
American Warehouse Association

## TOLEDO, OHIO

**HOUSEHOLD GOODS EXCLUSIVELY**  
Established 1894**The H. C. Lee & Sons Co.**

TOLEDO'S LEADING MOVERS

**STORAGE**Toledo, Ohio  
MEMBER N. F. W. A.**MANOR STORAGE CO.**

516-530 Sumner Street

TOLEDO, OHIO

MERCHANDISE DISTRIBUTION  
HOUSEHOLD GOODS STORAGE

## TOLEDO, OHIO

**LET RATHBUN DO IT!****THE RATHBUN CARTAGE CO.**

195-197 So. St. Clair St., Toledo, O.

A GOOD PLACE TO STORE GOOD GOODS  
HOUSEHOLD GOODS AND MERCHANDISE

We have any kind of a rig up to 20 ton capacity.

## TOLEDO, OHIO

**THE TOLEDO MERCHANTS' DELIVERY COMPANY**215 SO. ST. CLAIR ST.  
AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

## TOLEDO, OHIO

**The Toledo Terminal Warehouse Co.**

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE  
Special Attention to Pool Car Distribution

**The Men Who Distribute****Dr. Miles Medicines**

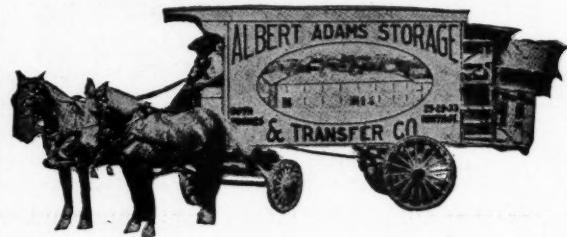
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## ZANESVILLE, OHIO

**ALBERT ADAMS****STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space



## MUSKOGEE, OKLA.

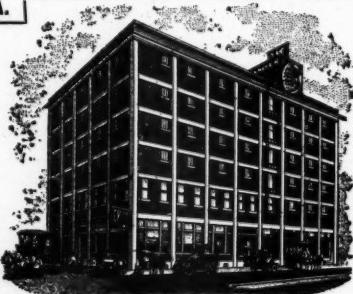
**Muskogee Transfer & Storage Co.****2—Fireproof Warehouses**

Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.

## OKLAHOMA CITY, OKLA.

**Fireproof**  
Warehouses for  
Household  
Goods and  
Merchandise.

Members of I.F.W.A.,  
New York, American  
Chain, Central, South-  
ern, Pacific Coast  
Warehousemen's Asso-  
ciation.

**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

## OKLAHOMA CITY, OKLA.

**"Twenty Years Knowing How"****Reliable Storage & Transfer Co.**

Not Incorporated  
HOUSEHOLD GOODS, PIANOS, ETC., MOVED, PACKED, STORED AND  
SHIPPED. LARGE PADDED MOTOR VANS AND PIANO TRUCKS.  
SIG GOLDSTEIN  
Proprietor and Manager

1410-16 West Main Street OKLAHOMA CITY, OKLA.

**The Men Who Distribute****Eclipse Lawn Mowers**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**The Men Who Distribute****United Drug Products**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

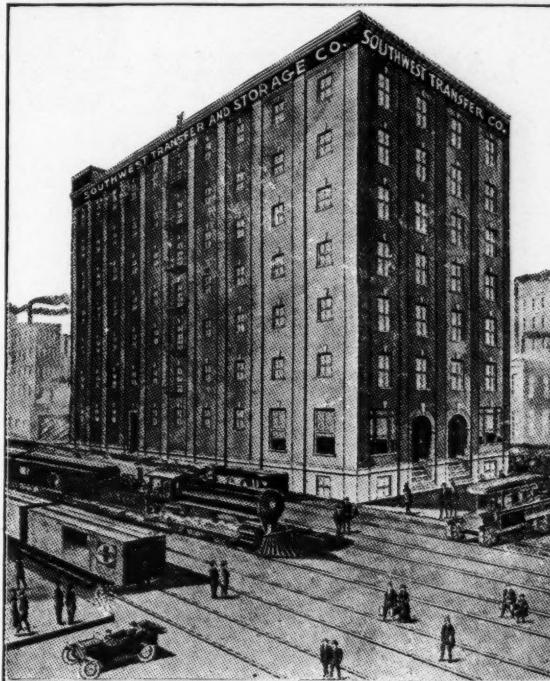
OKLAHOMA CITY, OKLA.

## Merchants Southwest Transfer & Storage Company

FIREPROOF  
STORAGE, MOVING  
PACKING, SHIPPING  
L. C. L. & Carload Distribution

### IT CAN BE DONE BY US

You should avail yourselves of our excellent facilities and modern equipment. We are at your service and welcome an opportunity to demonstrate our ability in giving efficient and satisfactory results.



## Merchants Southwest Transfer & Storage Company

1-3-5 East Grand

Oklahoma City, Oklahoma

PORTLAND, ORE.

General Warehousing  
**Storage-Distribution**  
**Portland**  
**Oregon**



*Logical distributing point  
of the Pacific Northwest Territory*

PORTLAND, OREGON

### OREGON AUTO DESPATCH

Office and Warehouse

200 North 13th St.

### DRAYAGE AND STORAGE

Distribution Cars a Specialty  
Free Switching From All Railroads

BUTLER, PA.

### BUTLER TRANSFER COMPANY

"Our Business is Moving"

Household Goods and Commercial Storage.

Distributors—P. R. R. Siding—Car loads a specialty.

CHESTER, PA.

Headley's  
Express & Storage Co., Inc.  
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

ERIE, PA.

ERIE  
STORAGE & CARTING COMPANY  
1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y. F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

The Men Who Distribute

### Bon Ami

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

ERIE, PA.

**LAKE AND RAIL**

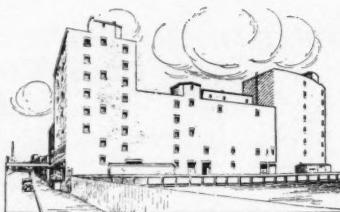
Our downtown warehouse is a modern building, fire-proof, commodious, and having two floors of offices for the convenient closeness of distributing firms. Trackage, 12 cars. The dock is of frame extending 1000 feet into one of the best harbors on the Great Lakes, and has room for twenty-five cars. These facilities make Erie and the Fort Erie Warehouses the place and means of reasonable rapid, profitable distribution. See page 2.

**FORT ERIE WAREHOUSES & DOCKS**  
Erie, Pa.*J. M. Dunkle, Resident Manager.*

HARRISBURG PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**  
*P. R. R. Sidings.* HARRISBURG, PA.

HARRISBURG, PA.

**The Heart of Distribution**

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Speed is gained by five elevators, each of five tons capacity. Trackage for twenty-four cars.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities. See page 2 of this issue.

**KEYSTONE WAREHOUSE**

Harrisburg, Pa.

*W. C. Wirth, Resident Manager*

HARRISBURG, PA.

**MONTGOMERY & CO.****STORAGE WAREHOUSES**

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

**KEYSTONE STORAGE COMPANY****STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. &amp; R.

LANCASTER, PA.

**Lancaster Storage Co.****Lancaster, Pa.**

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

OIL CITY, PA.

**CARNAHAN TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty  
Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

**Fireproof and Non-Fireproof Warehouses****Miller North Broad Storage Co.**

2709-2721 North Broad Street

PHILADELPHIA, PA.

**Penn Storage & Van Co.**

2136 MARKET STREET

## PHILADELPHIA, PA.

"We thrive and we live  
By the service we give."

Low Insurance  
Absolutely Fireproof

Household Goods and  
General Merchandise

**NORTH PHILADELPHIA STORAGE CO.**

A storage Palace—Cleans your home

Office 203 Lehigh Ave. Philadelphia.

Adjacent to Reading R. R., 22d St. Station, and P. R. R.  
N. Phila. Station.

## PHILADELPHIA, PA.



1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

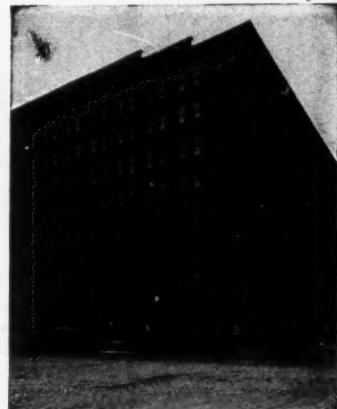
## PHILADELPHIA, PA.



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

## TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and  
Delaware Avenue  
PHILADELPHIA



Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars

Large Organization. Competent Office Warehouse Staff  
Members American Warehousemen's Association—American Chain of Warehouses

## PHILADELPHIA, PA.

Established 1903

MANUFACTURERS'  
DISTRIBUTORSDirect delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

## Address

Office—5th and Byron Streets  
CAMDEN, N. J.

The Men Who Distribute

**Palmolive Soap**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Keystone Wire & Steel  
Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**PITTSBURGH, PA.**

## Before Shipping to Philadelphia, Pa.

read this letter from the client of a Chicago warehouse who was advised to ship in care of the 20th Century Storage Warehouse Co. On Aug. 18th this is what he wrote them:

"Following your suggestion I got in touch with the 20th Century Warehouse and they handled the unloading of my four freight cars and the uncrating at my house in Haverford. It took them only two days to move all of the furniture from our cars to the house; their men hustled every minute and did their work exceptionally well.

"I thank you for recommending the 20th Century to me and I feel that in the future you will make no mistake in sending other patrons of yours to them."

**20th Century  
Storage Warehouse Co.**  
3120-30 Market Street, Philadelphia

Opposite West Philadelphia Station

**PITTSBURGH, PA.**

**BLANCK'S  
Transfer and Storage Company**

6344 PENN AVENUE  
PITTSBURGH, PA.

Fireproof Warehouse  
Separate Rooms for Storage  
of Household Goods

MOVING, PACKING  
STORAGE

BAGGAGE AND FREIGHT  
DELIVERY

MOTOR VAN SERVICE

**PITTSBURGH, PA.**

## Duquesne's Offer: Certain Satisfaction



To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight ten-ton elevators and a careful, experienced crew of handlers assure despatch and safety. See page 2 of this issue.

### DUQUESNE WAREHOUSE CO.

Pittsburgh, Pa.

H. A. Bietenduefel, Superintendent.

**PITTSBURGH, PA.**

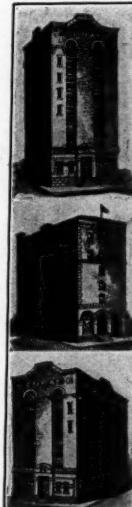
**HASLEY BROTHERS  
TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

**PITTSBURGH, PA.**

## SERVICE TO THE CORRESPONDENT.



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN  
STORAGE AND TRANSFER CO.**  
CENTRE AND EUCLID AVENUES

**PITTSBURGH, PA.**

## Interstate Trucking Company

Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance Hauling  
Experienced Men—Good Equipment Call on Us—Save Time and Money  
Trucking Agents for  
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

# MURDOCH

STORAGE &amp; TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

## J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

PITTSBURGH, PA.

SHIP YOUR CARS TO US FOR DISTRIBUTION

## Pool Cars

Received, Checked, Distributed.  
Reshipped in Less Than Car Lots.

## Pittsburgh Distributing Co.

601 Empire Building  
Pittsburg, Pa.

ESTABLISHED 1910

PITTSBURGH, PA.

## WEBER EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

The Men Who Distribute

## Bowser Tanks

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Bixby's Blacking

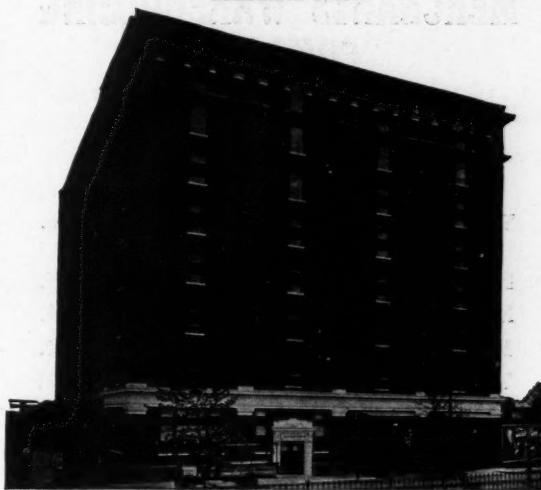
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

PITTSBURGH, PA.

# SHANAHAN

Transfer &amp; Storage Company

Established 1865

CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

READING, PA.

## Columbian Warehouse Company

Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best"  
(Rotary)

## The Quackenbush Warehouse Co.

Incorporated

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.

Correspondence Solicited

Scranton, Pa.

SCRANTON, PA.

Local & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributions  
R. F. POST ESTATE.

## WILKES-BARRE, PA.

**"Same Day Service"**

**MERCHANTS WAREHOUSING  
COMPANY  
OF  
WILKES-BARRE, PENNA.**

**Warehousing, Transferring and Forwarding.**

**Fireproof Warehouses and Competent Staff.**

**Merchandise Storage and Pool cars checked.**

**Located in the Hub of the wholesale district.**

**Trackage facilities for 10 cars on L. V. and  
C. R. R. of N. J. sidings.**

**Directly opposite Pennsylvania, Lehigh  
Valley, C. R. R. of N. J., D. & H. freight  
stations.**

**Manufacturers' Distributors with facilities  
to handle large consignments.**

**Offices: 150-156 E. Northampton Street.**

## PROVIDENCE, R. I.

**A Fleet of  
Motor Trucks**

**Operating from our new Warehouse.**

**Every need for the speedy distribution  
of general merchandise has been  
supplied by our New Warehouses and  
Service.**

**Pool car distributing and reforwarding;  
light and heavy hauling, city  
deliveries; track connections on Main  
Line of New York, New Haven &  
Hartford Railroad; trackage capacity  
for eight cars.**

**A man of wide traffic experience in charge.  
A force of experienced helpers, sufficiently  
numerous to ensure PROMPT handling.**

**Consign cars to Auburn, R. I.**

**Service Warehouses, Inc.**

**643 Elmwood Avenue Providence, R. I.**



## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

**Allen Avenue, Foot of Oxford Street on Providence River  
PROVIDENCE, RHODE ISLAND, U. S. A.**

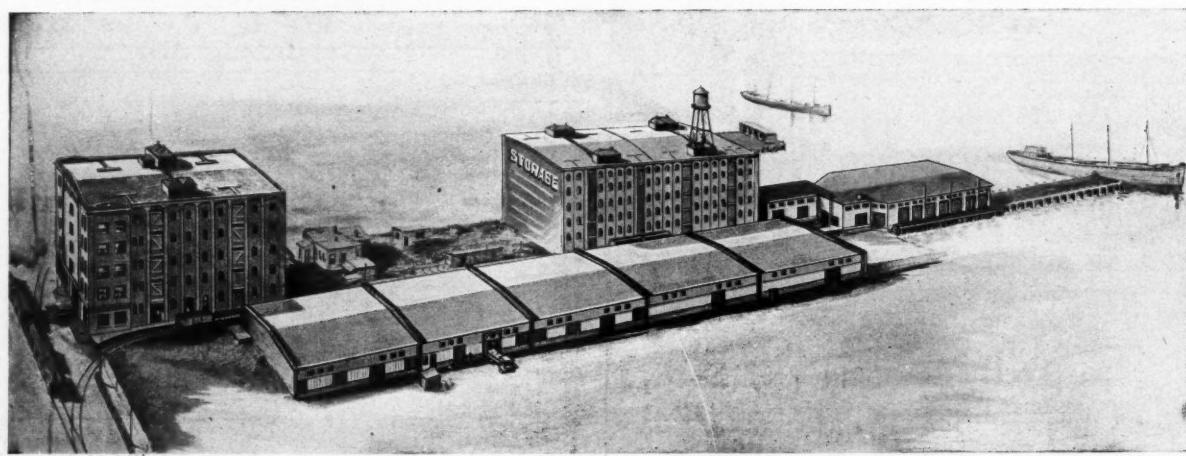
**The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several  
acres of yard storage**

**Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor  
Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Con-  
nection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of  
Water. Weighing, Sampling and Shipping by Experts permanently employed.**

**WM. M. HARRIS, JR.  
Treasurer & General Mgr.**

**WM. A. MILLSPAUGH  
Secretary**

**H. E. LEAVER  
Superintendent**



**PROVIDENCE, R. I.**

JAMES LE ROY FOSTER, Pres. WALDEN WYMAN, Mgr.  
*Rhode Island's Only Fireproof Warehouse*  
**BROADWAY STORAGE CO.**  
*Packing and Merchandise Distributors*  
Merrill & Federal Streets, Providence, R. I.

**PROVIDENCE, R. I.**

**CADY MOVING & STORAGE CO.**  
STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

**CHARLESTON, S. C.**

**CHARLESTON**  
Warehouse & Forwarding Co.  
CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

**ABERDEEN, S. D.**

**Aberdeen Storage Company**  
Aberdeen, S. D.  
Storage and Distributors  
Pool Cars Solicited

**WATERTOWN, S. D.**

**FIREPROOF BONDED**  
**DAKOTA WAREHOUSE CO.**  
Merchandise Storage and Distribution  
Pool cars solicited  
Private Siding Motor Trucks

**CHATTANOOGA, TENN.**

**THE CHATTANOOGA TRANSFER & STORAGE CO.**  
Fireproof Warehouse  
Furniture Merchandise  
Packed Stored Shipped  
Heavy Hauling  
Motor and Horse Drawn Equipment

**MEMPHIS, TENN.**

IF

???

—YOU ARE LOOKING FOR  
A WAREHOUSE THAT BELIEVES IN  
“SERVICE FIRST”  
THEN GET IN TOUCH TODAY WITH

**Rose Warehouse Company**  
MEMPHIS, TENN.

LIGHT, CLEAN STORAGE  
FREE SWITCHING SERVICE  
CONVENIENT TO RAILROADS

**NASHVILLE, TENN.**

**E. M. BOND**  
**FIREPROOF STORAGE CO.**  
HOUSEHOLD GOODS AND MERCHANDISE  
Modern Fireproof Building  
Private Siding With All Rail Connections.

**SAN ANTONIO, TEXAS**

**Muegge-Jenull Storage Co.**  
Distributors Pool Cars for Texas and Mexico  
General Storage  
Bonded Fireproof, Reliable, Dependable Service

**BEAUMONT, TEXAS**

**The Heisig Storage Company BONDED**  
BEAUMONT, TEXAS

Brick building well ventilated and equipped with Automatic Fire Sprinklers. STORAGE, FORWARDING and DISTRIBUTING.

**DALLAS, TEXAS**

**PULLIAM**  
Transfer & Storage Co.  
**FIREPROOF STORAGE**  
*Household Goods Only*  
**Motor Truck Service**

MEMBERS { N F W A  
T W & T A  
DALLAS C O F C

Let us handle your Dallas shipments in the right way

## DALLAS, TEXAS

## Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

**"We Help Ourselves by Helping Others"**

## DALLAS, TEXAS

## Inter-State Forwarding Co., Incorporated

Dallas, Texas

J. E. MARCH, JR. PRESIDENT

A. W. MARCH, VICE-PRES.

J. E. MARCH, SEC. &amp; TREAS.

## MARSH FURNITURE COMPANY

MANUFACTURERS CELEBRATED



June 17th, 1921

The Interstate Forwarding Company,  
601 Elm Street,  
Dallas, Tex.

Gentlemen:

Your favor of the 13th to hand advising disposition of merchandise shipped for you to distribute recently. We admire your way of doing business and will give you other shipments to handle just as soon as we can do so.

Yours very truly,

MARSH FURNITURE COMPANY  
SECT. A. TREAS.

## EL PASO, TEXAS

## El Paso Fireproof Storage Co., Inc.

Established 1911



75,000 Sq. Ft.—Fireproof—Bonded

## STORAGE and DISTRIBUTION

### Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District.

"Service Guaranteed"

Campbell and Mills Sts.      El Paso, Texas  
Two Blocks East of Post Office

## EL PASO, TEXAS

## EL PASO, TEXAS Bankers of Merchandise

### Clearing House for National Distributors, Manufacturers, Jobbers and Brokers

We are looking for live active accounts.

60,000 Sq. Ft. Fireproof Storage Space  
150,000 Sq. Ft. Semi-Fireproof Construction—Ample Trackage

We perform all duties connected with receiving, storing and distributing merchandise — Everything except selling.

### Make Our Warehouse Your Branch House

Household Goods  
Unloading, Storage, Moving  
Packing, Assemblage and Shipping

### International Warehouse Co.

R. H. Oliver, Mgr.

## EL PASO, TEXAS

**R. L. Daniel Storage Co.**  
**Box 487, 1706 Texas, 2813 Durazno Sts.**  
 Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention. Member, National Furniture Warehousemen's Assn.

## FORT WORTH, TEXAS

*In Fort Worth —  
It's Binyon-O'Keefe*

—with three warehouses—a total of 250,000 square feet of floor space—modern methods and equipment, all of which is backed up with experience gained in a business record of almost a half century—naturally, in Fort Worth —It's Binyon-O'Keefe.

We have nothing to sell but our service and offer it to you on the basis that it's the best obtainable.

**BINYON-O'KEEFE**  
**FIREPROOF STORAGE CO.**

Fort Worth — Houston — Galveston

Members American Warehousemen's Association and National Furniture Warehousemen's Association.

# Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

The Men Who Distribute

## Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## FORT WORTH, TEXAS

**Fort Worth Warehouse & Storage Co.**  
 INCORPORATED

Merchandise Distribution, General Storage  
Manufacturers' Representative

**PRIVATE SIDING WITH ALL RAIL CONNECTIONS**

Fort Worth with its seventeen railways is the logical distributing center for Texas and the Southwest.

**Absolutely Fireproof Warehouses**

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**  
 GALVESTON, TEXAS  
**TRANSFER AND FIRE-PROOF WAREHOUSES**

Pool Car Distributors

Forwarders

## HOUSTON, TEXAS

**A B C Storage & Moving Co.**  
*Distribution and Forwarding*

FIREPROOF WAREHOUSE CENTRALLY LOCATED  
 R. R. siding on Southern Pacific Line with free switching from all lines.

The Men who Distribute

## "Jello"

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index.

The Men Who Distribute

## Aunt Jemima Pancake Flour

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

GALVESTON, TEXAS

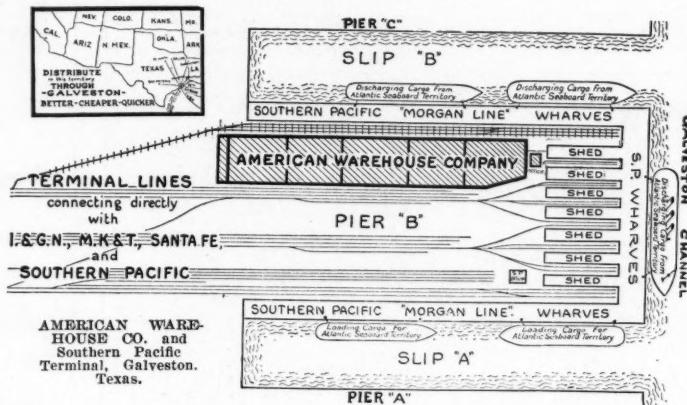
**Heart to Heart Chats with the Traffic Manager—No. 1.**

**I**T is your aim to place your product in the hands of your customers at the least cost consistent with prompt service. We can reduce your transportation costs and at the same time accomplish the much-to-be-desired end of *delivering your product to your customer with much less time in transit*. This statement holds whether you are now warehousing in the Southwest or not.

The process is simple—nothing complicated. By shipping to us in carload lots you save the difference between carload and less-than-carload rates up to Galveston. From this saving our storage and handling charges are to be deducted, of course, but they are small in comparison.

Your L.C.L. shipments are then made by us on your customers. Your saving has been effected and you have a customer who is satisfied at receiving his goods promptly. If your product is sold f.o.b. factory, the saving is made for your customer and results directly to your advantage.

But why can this be done to better advantage from



Galveston? We'll tell you about that in our chat with you in this space next month.

IN THE MEANTIME, DON'T YOU WANT US TO GO INTO DETAIL WITH YOU BY MAIL OR IN PERSON? Drop us a line.

### **AMERICAN WAREHOUSE COMPANY GALVESTON, TEXAS**

Office of Eastern Freight Agent, 2 Hudson St., New York City

## **A DIRECTORY OF WAREHOUSES**

Published by

DISTRIBUTION & WAREHOUSING

### **1921 Edition**

Listing in convenient form for ready reference the warehouses in the United States. Giving information regarding facilities and railroad connections and other data invaluable to all those who use warehouses as consignees or for distribution.

SENT, POSTAGE PAID, FOR

**\$1.00**

WRITE TODAY AND GET YOUR COPY

**Distribution & Warehousing**  
239 West 39th St.      New York City

**A**DVERTISING Doesn't Jerk — it Pulls — a Steady Pull. Every ad Goes to Confirm the one Before it — to Strengthen the One That is to Follow and There's No Waste of Effort or Money. The Stayer Wins Every time.

## HOUSTON, TEXAS

## HOUSTON, TEXAS

### Binyon-O'Keefe Fire-proof Storage Co.

*The House of Real Service*

Pool Car Distributors for Southwest Texas and Mexico

Ideal Facilities for Permanent Stock Distribution

500,000 Square Feet Floor Space

Warehouses at Houston Ft. Worth and Galveston

## HOUSTON, TEXAS

When Shipping to Houston, Texas

Remember

**Westheimer Service**

As Established  
38 Years Ago

*It cannot be improved upon.*



S. J. WESTHEIMER  
President



BENJ. S. HURWITZ  
Vice-President



J. L. ARONSON  
Secretary-Treasurer

## MCALLEN, TEXAS

## Valley Storage Company

Storers and Distributors of Merchandise in Rio Grande Valley

Crating and Shipping

We Solicit Your Patronage

McAllen, Texas

## SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

## SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

Members four leading associations.

### GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all points in San Antonio territory.*

**SCOBY FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## TEXARKANA, TEXAS

## HUNTER TRANSFER CO.

TEXARKANA, TEXAS

STORAGE  
DISTRIBUTORS

TRUCKING  
MOVING

## WACO, TEXAS

**MASON**  
**TRANSFER & STORAGE COMPANY**  
 217-219 JACKSON STREET  
 Merchandise Storage, Forwarders & Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

## WACO, TEXAS

**Weatherred Transfer and Storage Co., Inc.**  
 Modern Warehouse Facilities—Trackage on all roads  
 100,000 SQUARE FEET STORAGE SPACE  
 We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

## SALT LAKE CITY, UTAH

Members { American Warehousemen's Association  
 Central Warehousemen's Club

**Jennings-Cornwall**  
 Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

## NORFOLK, VA.

## PORTSMOUTH, VA.

**The Seaboard Wharf**  
**&**  
**Warehouse Co., Inc.**

General Offices: 622 Dickson Bldg.,  
 Norfolk

Wharves and Warehouses: Portsmouth

For Prompt, Efficient Service in  
 Loading and Discharging Cargoes,  
 Weighing, Packing and  
 Forwarding—

Brick Storage Warehouses  
 Modern Dock Facilities  
 Four Side Tracks

Members—American Warehousemen's Association, Norfolk  
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## PETERSBURG, VA.

**PACKERS—MOVERS—SHIPPERS**  
 Special Attention to Pool Cars

**Storage Warehouses**

Motor Trucks and Teams

**GRESHAM & WARE, Inc.**

## PETERSBURG, VA.

## HOPEWELL, VA.

Distributing and Forwarding

**POOL CARS**

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

## ABERDEEN, WASH.

**A. A. STAR TRANSFER CO.**

401-403 SOUTH F STREET  
 ABERDEEN WASHINGTON

WE DO EVERYTHING IN THE  
 LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

## SEATTLE, WASH.

**TAYLOR**  **EDWARDS**

TRANSFER CO.

SEATTLE

WASH.

**Merchandise Distributors**

DISTRIBUTION CARS. Delivered, Forwarded or Stored.	POOL CARS. Furniture Packed, Shipped or Stored.
RAILROAD CONNECTIONS.	ASSOCIATION MEMBERS.
<b>ESTABLISHED 1905</b>	<b>LOW INSURANCE</b>
<b>FIREPROOF STORAGE</b>	

**If Your City Isn't  
 Represented Here**

Put it on the shippers' map by  
 inserting your card in this space.

## SEATTLE, WASH.

**EYRES STORAGE and DISTRIBUTING CO.**

Established 1889  
Incorporated 1904  
Free & Bonded  
Warehouses

Seattle, Wash.  
GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO



## SEATTLE, WASH.

S. C. HORNER      W. V. YOUNANS      W. B. ALSIP  
Pres.               Vice Pres.               Sec'y-Treas.

**Terminal Storage and Distribution Co.**

85 Atlantic Street

Distribution, Drayage, Storage, Assembling  
and Forwarding of Machinery, Merchandise  
and Household Effects

MAIN LINE SPUR TRACK

## SEATTLE, WASH.

**United Warehouse Company**  
**SEATTLE, WASH.**

Established 1895

GENERAL STORAGE AND DISTRIBUTING

The Men Who Distribute

**Bixby's Blacking**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts      C. L. & L. C. L. Distribution  
Collections Remitted Promptly      We Solicit Your Business

## TACOMA, WASH.

**PACIFIC STORAGE and TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service



N. P. RY. SIDE TRACKS  
BROADWAY AND 17th STREET

## YAKIMA, WASH.

**MILLER & LENINGTON**

CONTRACTORS

DISTRIBUTORS and FORWARDERS

TRANSFER—STORAGE  
WAREHOUSING

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

SHIP IN OUR CARE  
and let us be "At your  
service with best of service"

Office: 10 East A Street      Sidney Hotel Bldg.  
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage

## YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

YAKIMA TRANSFER &  
STORAGE CO.

Office and general storage warehouse No. 25 North Front directly opposite Northern Pacific passenger station.  
22,000 square feet of compartment storage for household goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square feet of floor space devoted exclusively to the storage of merchandise. Every facility for clean, economical, storage and handling of commercial accounts.

Auto trucks and teams.

## CHARLESTON, WEST VA.

## Mathews Storage &amp; Transfer Co.

Warehousing—Distributing—Forwarding—Transfer  
Merchandise—Automobiles—Household Goods  
Brick and Concrete Warehouses—Private Ry. Siding.

Members: ..... American Warehousemen's Ass'n  
American Chain Warehouses  
Motor Truck and Team Service.

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## DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

## MADISON, WIS.

Established

1895



## The Union Transfer and Storage Co.

Merchandise and Household Goods

90,000 Square Feet Fireproof Storage  
Direct Switch on Three Roads

## MILWAUKEE, WIS.

## Lincoln Warehouse and Van Co.

226-228-230 Fourth Street

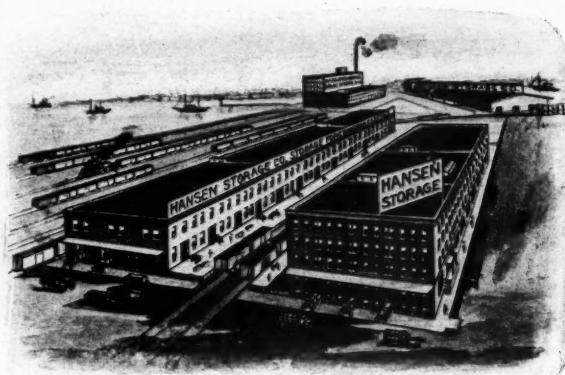
MILWAUKEE, WIS.

We remit upon receipt of bill of lading

The Men Who Distribute  
Colgate Laundry Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## MILWAUKEE, WIS.

HANSEN STORAGE COMPANY  
MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE

12-WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.

## MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments to

United Fire Proof  
Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

The newest  
and best in  
Milwaukee.

## OSHKOSH, WIS.

**OSHKOSH STORAGE CO.**

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

We are at your service.

## REFERENCES:

The Old Commercial National Bank, Oshkosh Savings &amp; Trust Co., or any Mercantile House.

## RACINE, WIS.

**When You Need Warehouse Service**

in

**RACINE, WISCONSIN***Call on us***Racine Transfer & Storage Co.**

## CASPER, WYOMING

**NATRONA TRANSFER STORAGE AND FUEL CO.**

SPECIAL ATTENTION given to Merchandise distribution and pool car shipments.

SPECIAL FACILITIES for moving heavy machinery and safes.

## EDMONTON, ALBERTA, CAN.

**Western Transfer & Storage, Ltd.**Official Carters for  
C. N. R., C. P. R., E. D. & B. C., Central Canada Ry.  
A. & G. W. and G. T. P.CARTAGE DISTRIBUTION STORAGE  
Corner 102d Avenue and 103d Street  
Edmonton, Alta.  
Members of the Canadian Warehousemen's Association

## HAMILTON, CANADA

ESTABLISHED 1887

**The Glasgow Storage & Cartage Co.**  
(In the heart of the wholesale district)

Canada Customs Bond—Customs Brokers Distributors—Forwarders—Storage—Movers of H. H. G.—Separate Room System in a Fireproof Warehouse

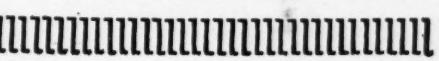
The Men Who Distribute

**Carter Inx**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## TORONTO, CAN.

**Send Canadian Consignments to Howell, Toronto**

the most central shipping point for all Canada.

A  
Toronto Stock  
in Howell's  
means quick  
deliveries**The HOWELL WAREHOUSES Limited.**  
*General Mercantile Distributors*  
311 King St East. TORONTO. Phone Main 7580

## TORONTO, CANADA

SPRINKLER  
PROTECTEDINSURANCE  
RATE 45c.

## WINNIPEG, CAN.

**DISTRIBUTION STORAGE FORWARDING****The City Dray Company, Ltd.**

246 Princess Street Track P. 18 C. P. R.

Winnipeg is the distributing centre for all Western Canada, consign your cars for this territory in our care, the service we offer will please you.

Free switching on all roads.

Insurance 30 cents—Lowest in Winnipeg

The Men Who Distribute

**Jersey Cereals**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

**Vacuum Oil**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

No Waiting. No Writing. No Telephones. No Tariffs

"A child can find them"

# FREIGHT RATES

To and from points in the

**United States and Canada**

This publication furnishes the

Financial, Purchase and Sales Executives'

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**GETZLER'S GUIDE, Inc., Rochester, N. Y.**

OFFICES:

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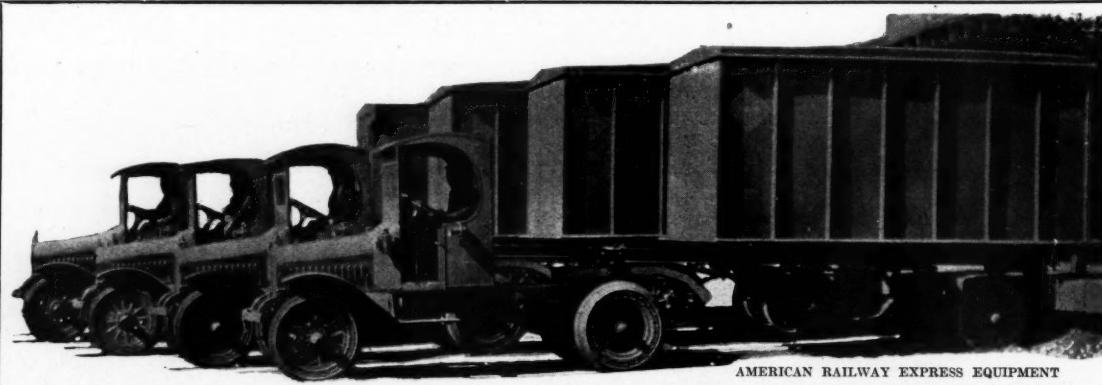
CHICAGO

PHILADELPHIA

BOSTON

WASHINGTON

SAN FRANCISCO



AMERICAN RAILWAY EXPRESS EQUIPMENT

Lapeer  
Trailers!  
All the driver  
does is drive

W. E. Ryan, Sole Distributor, 2807 South Michigan Ave, Chicago, Ill.

Where unit costs must be kept very small in order to do the greatest possible volume of business, as with the American R.R. Co., Lapeer Trailers cut large chunks off that big item of overhead-trucking. You warehousemen, too, must keep unit cost low, and Lapeer Trailers will help do it as no other means of transportation can.



# General Motors Trucks

<b>Former Price</b>	<b>\$1995</b>
<b>Reduction</b>	<b>500</b>
<hr/>	<hr/>
<b>New Price</b>	<b>\$1495</b>

At \$1495—a cut of \$500—GMC Model K-16, One Ton Truck, is undoubtedly the biggest dollar for dollar value in the history of the truck industry.

We not only feel that way, but we can prove it by a comparison part by part with other one ton trucks, and by the records of economical operation and long life.

While this truck is a better truck than it ever was, it has been brought to a popular price. Add to this its low operating cost in city delivery, farm work, bus service and for police and fire patrol and you can get a conception of its remarkable dollar for dollar value.

Here is a one ton truck built from the ground up of real truck parts. There's not a passenger car part in it. Electric lights, starter, and cord tires are standard equipment. It has removable Cylinder Walls, Removable Valve Lifter Assemblies, Dual Cooling, Superheated Carburetion, Centrifugal Fly-ball Governor and many other distinctly GMC features.

See dealers for further details and for price reductions on all other GMC models.

**GENERAL MOTORS TRUCK COMPANY**  
*Division of General Motors Corporation*  
 PONTIAC, MICHIGAN

# ENOZ

## KILLS MOTHS

Enoz Chemical Co. (D&W 10)  
705-7 No. Wells St., Chicago.

Ship me 5 gallons ENOZ with suitable sprayer. I will try it. If not satisfactory will return remainder within 30 days. If it meets all your claims will remit for 5 gals. Enoz and sprayer \$12.00 F. O. B. Chicago.

.....  
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Enoz Chemical Co. (D&W 10)  
705-7 No. Wells St., Chicago.

Ship me 6 cans RAT FINIS. I will give it a thorough trial. If not satisfactory will return the remainder to you and pay you nothing. If it meets your claims I will pay for the 6 cans, \$5.00, F. O. B. Chicago.

.....  
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.....  
.....

Don't store away any of the goods you receive this Fall until you have sprayed them thoroughly with ENOZ. And spray the walls and floors of each storage room. Then you may be sure the goods are safe from moths.

The goods may seem free from moths and yet contain millions of tiny eggs which will soon hatch into destructive worms. Enoz kills moths in every stage of their life. It is used by leading warehousemen everywhere.

### RAT FINIS FINISHES RATS

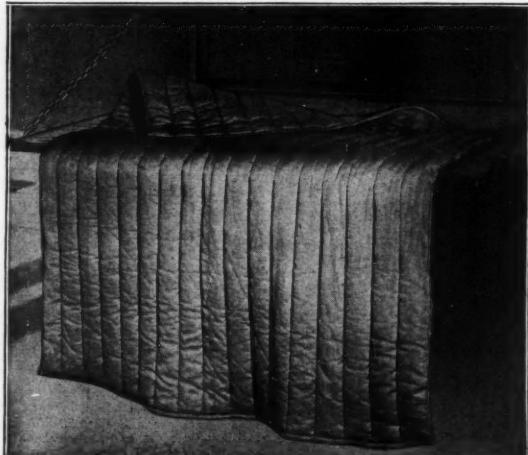
Rat Finis is all the name implies. A thoroughly efficient poison in paste form. Trial offer of 6 cans for \$5.00.

**ENOZ CHEMICAL CO., 705-7 No. Wells St., Chicago**

New York Office—429 6th Ave.

## MAISH QUALITY WAGON PADS

**Delivery Insurance at Low Cost**



Khaki Brown for Service

Our long experience has enabled us to effect real economies in manufacturing cost. We share our savings with you.

The covering of Maish Quality Wagon Pads is a good grade of khaki brown drill, heavier than the ordinary. Filling is an extra thick one-piece layer of cotton (no shoddy). Quilting is in close rows of stitching with heavy carpet thread. Edges bound by our own special process, protecting every seam and preventing ripping.

Immediate delivery. If Maish Quality Wagon Pads fail to meet any practical test, return them at our expense.

MADE IN THREE STANDARD SIZES  
No. 10 (Small size) Cut Size of Cloth 36x72  
No. 20 (Medium size) Cut Size of Cloth 54x72  
No. 30 (Large size) Cut Size of Cloth 72x80  
Prices on request

**The Chas. A. Maish Co.**

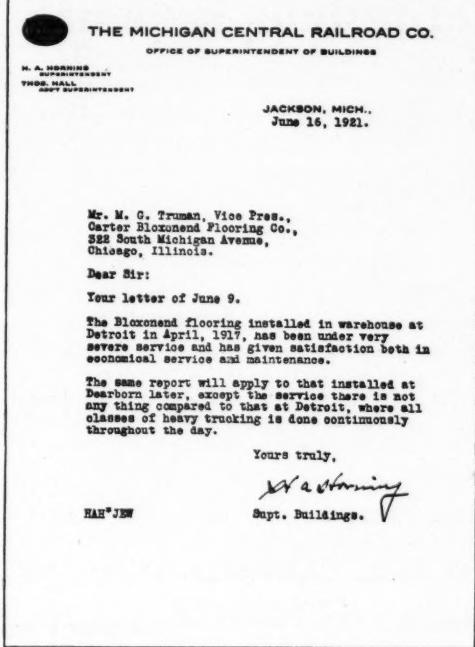
Makers of the world-famous Maish Comforts

1129 Bank St.

Cincinnati, O.

## "Blox-on-end has given satisfaction"

*The Michigan Central Railroad Co.*



Blox-on-end flooring has been adopted by many of the large trunk line railroads, also by a number of the leading industrial plants of the country for all surfaces subjected to hard wear. Invariably the report of its performance is the same—IT HAS GIVEN SATISFACTION.

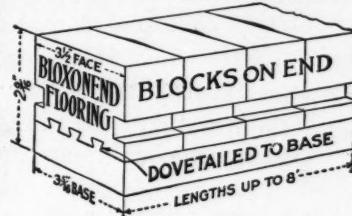
Blox-on-end is the ideal floor for warehouses.

It is practically *everlasting*, quiet, resilient, easy on the feet of workmen, will not dust, saves damage to goods accidentally dropped, and *always stays smooth*.

This smoothness permits of heavier trucking with less power.

Not loose blocks laid singly, but comes to the job in strips with the blocks dovetailed endwise onto base boards, presenting the end grain of the wood to wear. The edges of this built-up section are grooved for slip tongues so as to lay like ordinary factory flooring.

You will find it economical to specify Blox-on-end for your warehouse. Let us send you Booklet "K," which goes further into detail.



### Carter Bloxonend Flooring Co.

Kansas City: 1303 R. A. Long Building  
Chicago: 332 South Michigan Avenue New York: 501 Fifth Avenue  
Cleveland: 1900 Euclid Avenue Boston: 914 Broad Exchange

## Make a Clean-Up of Profit with a Carpet-Cleaning Department



Scrubbing Machine

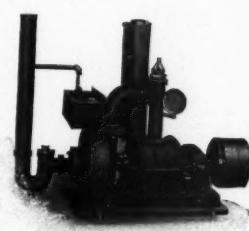
A carpet cleaning department will be a real money-making branch of your business. Use your same help and delivery service and call on your same customers. The investment necessary for equipment is surprisingly small.

Order CONNERSVILLE Equipment  
Now for the Fall Cleaning Season

The Fall cleaning season is almost here. Are you going to reap the profits from it?

A Connersville scrubbing machine and centrifugal type vacuum cleaner will give you a carpet cleaning department that's a real paying investment.

*Send for Our New 24-page Booklet on Carpet Cleaning*



Vacuum Cleaner

LANDERS, FRARY & CLARK

U. V. A. Div.

Dept. I.

Connersville, Ind.

## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

**Y**OU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

**H. W. SELLE & CO.**

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

## Cut Down Your Refinishing Expense

Revarnishing is a slow and unsatisfactory way to handle marred and damaged furniture. Slow because it takes days for drying and rubbing, unsatisfactory because few warehousemen have the necessary equipment to do good work.

There IS a way to avoid the grief, delay and expense resulting from finish injury.



### Free Booklet

Ask for our Free Booklet, "How to Repair Damage to Varnished Surfaces." It will explain how to avoid refinishing, how to fix any injury to any kind of finish quickly, easily and without waiting for varnish to dry.  
**WRITE TODAY.**

*If you are too busy to write a letter, pin this ad to your card or letterhead.*

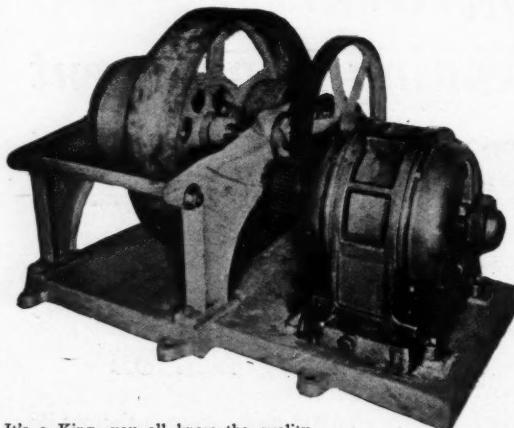
**THE M. L. CAMPBELL COMPANY**

Finishing Products

700 E. 19th St.

Kansas City, Mo.

Install this Substantial, Powerful and Remarkably Efficient Whip in Your Warehouse



It's a King—you all know the quality.

The machine is of the internal drive type—the friction wheel is driven from the inner face. This construction gives the friction wheel and driving roll a larger arc of contact, thereby increasing the driving surface, decreases the amount of slippage and a greater amount of power is transmitted to the friction wheel.

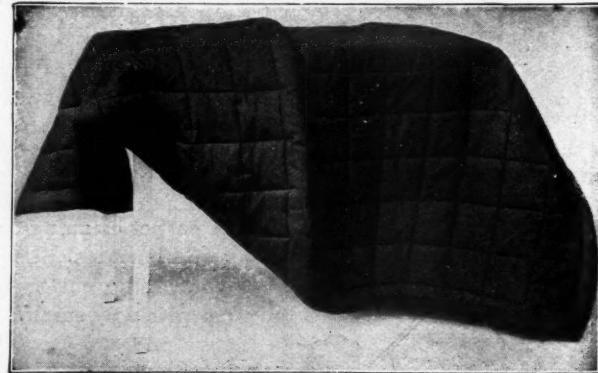
The friction roll in this machine is of extra large diameter and is built into an eccentric bearing. By the use of this bearing the wear of the friction roll can be taken up and the life of the roll is greatly lengthened.

An interesting booklet describing King Whips has been prepared for your use. Write for it today.

**H. J. & J. J. King**

22 Sabin St., Providence, R. I.

New York — Fink-Dumont-White, Inc., 405 Lexington Avenue.



### GET READY!

Prepare NOW for winter weather

### "PROTECTO" WAGON PADS

Made of Extra Heavy drill denim, cotton filled. Note that the pad is stitched in Square Blocks, preventing the cotton from bunching.

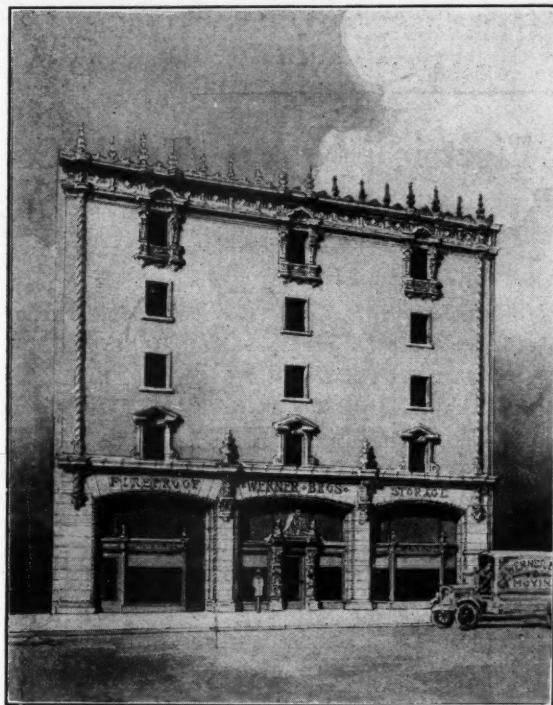
No. 12 Cut size of cloth 72 x 80  
No. 14 Cut size of cloth 54 x 72  
No. 16 Cut size of cloth 36 x 72  
Phonograph Covers, large

We Claim That This is the Best Pad Made. Let Us Prove It.  
A Sample Will Convince You.

WRITE FOR PRICES

**CHICAGO QUILT MFG. CO.**

1133 Roosevelt Rd., Chicago, Ill.



## Eight in Twenty Three Years— Designed by Kingsley

The first warehouse erected by Kingsley was for Werner Bros., in 1898. The illustration above is that of the eighth Kingsley designed warehouse for the same company.

Kingsley was the first architect to specialize in the design and construction of fire-proof warehouses—twenty-three years ago—and is still at it.

In the city of Chicago, Kingsley designed warehouses are in the majority—a testimony to this architect's experience and knowledge of conditions peculiar to this industry.

Inspection of these warehouses—the finest in the country—will be time well spent if new buildings or additions are on your program for attention soon.

**George S.  
Kingsley**

109 N. Dearborn St.  
Chicago, Ill.

Architect of  
Warehouses

HOW ONE CUSTOMER  
BUILT UP HIS FLEET  
of WALKERS

14	16	16	26	71	72	97	102	127	137	149
1919 MAR.	MAY	DEC.	1920 FEB.	MR.	APR.	SEP.	1921 JUNE	AUG.		

ONE of our good customers bought 20 Walker Electric trucks last month. Here is a chart of his purchases since 1919. This is what we mean when we say customer—87% of Walker trucks are reorders by such concerns.

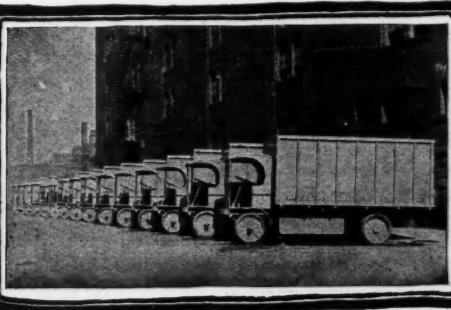
Hundreds of the best known concerns in America buy Walker trucks regularly as the growth of their business requires increased haulage facilities. To buy Walkers in order to replace Walkers is unheard of—for 46 out of the first 50 Walkers are still on the job every day.

It isn't what we say—it's what these concerns and these trucks do. Write or call for facts and figures.

## WALKER Electric TRUCKS LOWEST TRUCKING COST

WALKER  
VEHICLE  
COMPANY  
CHICAGO  
NEW YORK  
BOSTON  
PHILADELPHIA

AMERICA'S  
LARGEST  
MANUFAC-  
TURER OF  
ELECTRIC  
ROAD  
TRUCKS



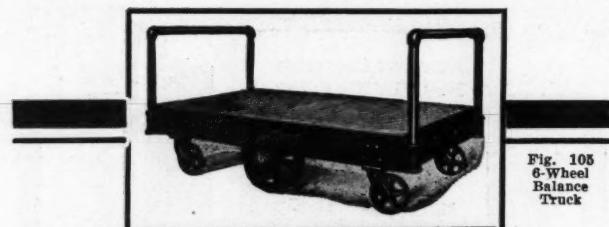


Fig. 105  
6-Wheel  
Balance  
Truck

## "Send Us More"

**Like Those We Bought 10 Years Ago"**

**T**HAT'S a typical order we get from old customers. Their sturdy Nutting Trucks have withstood rough, hard, daily usage year after year.

Bulletin D tells why, and illustrates more than 300 designs and styles of Nutting Trucks, one of which should fit your needs exactly.

# Nutting

Experienced warehousemen appreciate their big, wide, flat wheels,—the patented corners that stay tight, the smooth wearing, hardwood platform, and the extra quality and strength throughout. Write today for Bulletin D, and outline the work you do with trucks.

**NUTTING TRUCK CO.** 1127 Division St. W. Faribault, Minn.  
*Floor Truck Specialists for 30 years*

**Binghamton**  
**Electric** **Truck Co.**



INCORPORATED

*Manufacturers of* **Ideal** *Industrial Trucks*

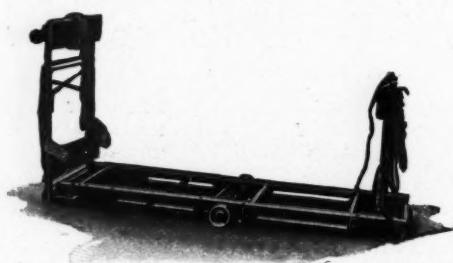
**Main Office and Works:** Johnson City, N. Y.

New York	Boston	Philadelphia	Washington
Syracuse	Pittsburgh	Chicago	St. Louis



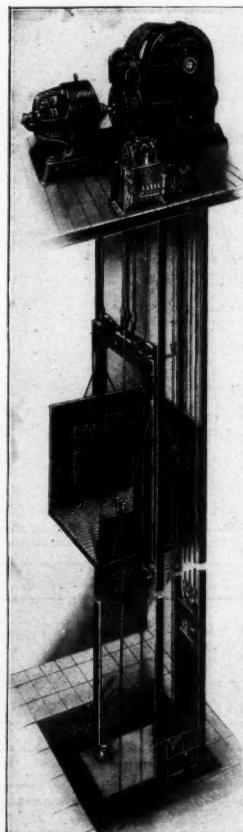
## A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

*says an owner of four of them*



**End Truck Covers  
Straps**

**Self-Lifting Piano Truck Co.**  
Findlay, O.



## The Universal Pathway

Your freight elevator must roll up a good many more miles per year than the average freight car, and with fewer stops for repairs.

A day's stoppage may cost as much as the entire installation. Reliable elevators keep going without trouble. They meet your special needs.

Have the architect specify Reliance Elevators in the new building. Talk to our expert before remodeling the old. You will save money.

Write a note now, if you please.

**Reliance Elevator Company**  
212-222 W. Austin Ave.,  
Chicago, Ill.

## RELIANCE ELEVATORS

# WAREHOUSE EQUIPMENT

**WE MEET YOUR REQUIREMENTS**

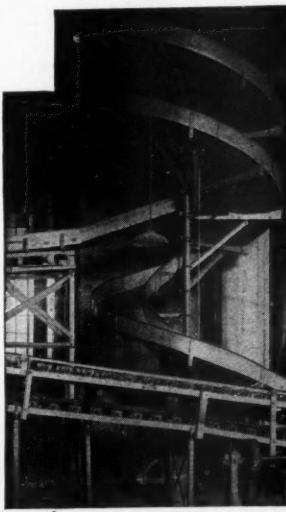
**IN**

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

**Write Us Your Requirements  
So We May Quote You Prices**

**The Cleveland-Akron Bag Co.  
Cleveland, Ohio**



**You Can Buy  
CONVEYORS  
Cheaper NOW**

than you will after  
business picks up.

ALSO

installation work will  
inconvenience you  
less now.

THIS  
IS THE TIME TO  
BUY

Owned by  
The Haslett  
Warehouse  
Co., of San  
Francisco,  
the develop-  
ment of  
handling

problems in our own fourteen general merchandise store-  
houses has enabled us to give practical advice to warehouse  
and terminal concerns. We are at your service.

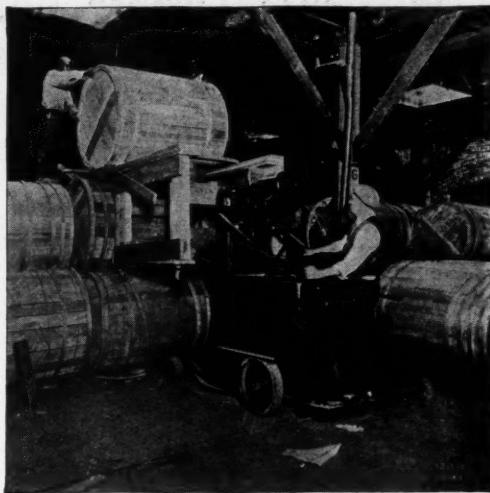
Through long experience we have learned how to combine  
every form of merchandise conveyor so as to obtain the most  
practical results.

When no standard form of conveyor is adequate, we design  
special machines.

When you want information on conveyors, write us. We  
can help you.

**THE HASLETT SPIRAL CHUTE CO.**

Factory: 510-512 N. 61st St., Philadelphia, Pa.  
New York: 110 West 34th St.  
Cleveland: 917 Citizens Bldg.  
Southern Office: 523 Calvert Bldg., Baltimore, Md.  
Pacific Coast: 228 Pine St., San Francisco, Cal.

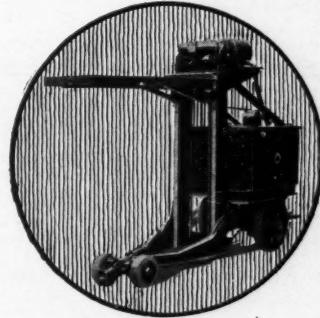


**Handling 75% More at  
44% of Former Cost**

When four men do the work of eight and  
are able to handle 75% more material at  
44% of the former cost, an attractive  
saving is made.

This is what actually happened in the Ap-  
palachian Corporation warehouse at New  
Orleans when they installed one Lakewood  
Tier-Lift Truck.

It can happen again—in any warehouse  
where loads are hauled and hoisted by hand.  
We will be glad to show you how.



**The Lakewood Engineering Company,  
Cleveland U.S.A.**

LAKWOOD METHODS AND MACHINES

## G. W. Jones Lumber Co.

807 Lumber Exchange Building  
CHICAGO

Manufacturers of  
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in Chicago as to the quality of stock we ship.

Wholesale Prices Stock Guaranteed

## Reach Furniture Van Pads

"Reach" Pads are made to wear. They are made from start to finish for long, hard service, and are the strongest in the world.

When you buy "Reach" Pads you get what you pay for. All prices here quoted are for finished sizes—

74 x 68.....	\$4.00	Each
52 x 68.....	3.00	"
36 x 68.....	2.00	"

Padded phonograph covers \$7.75 each. Manufacturers of canvas padding for lining sides of trucks. Tarpaulins, plain or waterproof. Specify measurements desired. Write for prices now.

A. L. REACH TEXTILE CO.  
19-21-23 West 18th St. New York City



### The BRADLEY

The Latest and Best Circular  
Stencil Cutting Machine  
Ever Produced

Four models, to cut  $\frac{1}{2}$ ",  $\frac{3}{4}$ ",  $1\frac{1}{4}$ " and  $1\frac{1}{2}$ " Letters. See last month's issue for illustration of Horizontal Machine.

Drop Forged Steel Punches  
All Parts Interchangeable.  
Machines Sent on Trial



Write for prices on Stencil Machines and on Stencil Paper, Pots and Ink. The Bradley Ball Marking Pot is the Best. Our Oil Board and Inks are unexcelled.

A. J. BRADLEY MFG. CO.  
101 BEEKMAN ST. NEW YORK

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many disconcerting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation  
276 West Water Street Syracuse, N. Y.

## King Shipping Case

*If iron wheels are good enough for the trailers why not use them on the tractors?*

It is a well-known fact that iron wheels on trailers absolutely ruin the cement surface of concrete floors and runways in a few months. It is then customary to replace the iron wheels on trailers with some form of cushion wheel. We are prepared to show that canvas as assembled in the DIVINE CANVAS CUSHION WHEEL is the most efficient and economical form of cushion wheel available for trailer service.

Correspondence is solicited.

Divine Brothers Company  
Utica, New York

## Your Free Power Asset

In seeking a decisive way to lower labor costs many warehouse men are turning to the efficient corps of Standard engineers.

Without obligation one of

these engineers will plan an indoor transportation system for you. He will show you the most economical way to harness Gravity, the free power asset.

## STANDARD CONVEYORS INDOOR TRANSPORTATION SYSTEMS

STANDARD CONVEYOR CO., North St. Paul, Minn.

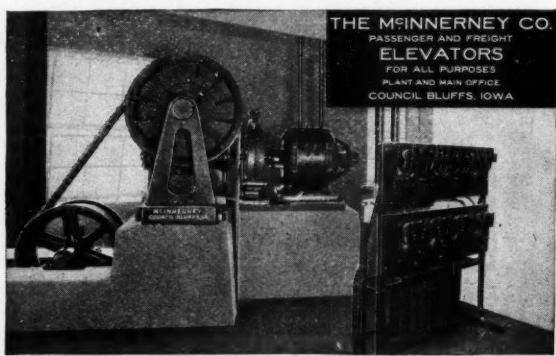


## ROUGH ON RATS

### Never-Failing Exterminator

No need to be troubled with rats and mice. "Rough On Rats" never fails to clear the premises of these pests when used according to directions. It is not a ready-mixed exterminator; rats do not learn to avoid it because the food you mix it with can be changed as necessary. It tempts old and young rats alike. At drug and general stores. "Ending Rats and Mice"—booklet—sent free.

E. S. WELLS, Chemist, Jersey City, N. J.

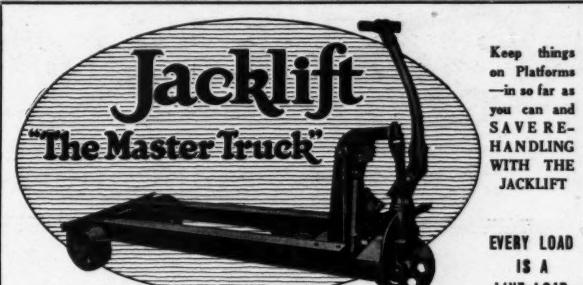


## Excelsior Wrapper Co.

MANUFACTURERS OF  
**EXCELSIOR PACKING PADS  
 BALED EXCELSIOR  
 WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.  
 Metropolitan District Served by  
 Boston Excelsior Co., 560 W. 29th St., New York City



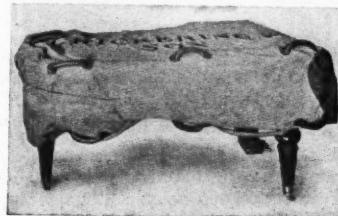
Keep things  
 on Platforms  
 —in so far as  
 you can and  
 SAVE RE-  
 HANDLING  
 WITH THE  
 JACKLIFT

EVERY LOAD  
 IS A  
 LIVE LOAD

Lifts higher—easier—in less space.  
 Scores of warehouses are now using Jacklifts with great satisfaction  
 and profit. Better look into it.

**LEWIS-SHEPARD COMPANY**  
 581 E. First St.      Boston 27, Mass.  
 Offices in the Principal Cities

## The Breen Grand Piano Cover



"The Only One  
 of Its Quality on  
 the Market"

Send for cata-  
 logue on Piano  
 Movers' Sup-  
 plies. We also  
 make Water-  
 proof Motor  
 Truck and  
 Wagon Covers.

**WM. H. BREEN**  
 219-231 Rutherford Ave., Charlestown, Mass.  
*It Can't Scratch If It's Properly Covered*

## FOR ALL WAREHOUSE MARKING

The Diagraph Stencil Cutting Machine is unexcelled for all storage and shipping needs. Cuts letters up to 1½ inches high for marking plain, legible addresses on boxes, bags, crates or packages. Contains many improvements not found in any other model.

**SENT ON FREE TRIAL**  
 Let us send a Diagraph on free trial. Positively no obligation or risk on your part. If you like it, buy it—otherwise return it at our expense. We pay all charges and take all risk.

Ask for our free Diagraph Shipping Facts book.  
**DIAGRAPH STENCIL MACHINE CORP.**  
 1625 So. Kingshighway Blvd., St. Louis, Mo.  
 Branches in all principal cities.



## BUILD

Walter skill  
 cuts the first  
 cost.  
 Walter design  
 minimizes  
 operating cost.  
 Walter  
 equipment  
 advice saves  
 thousands.  
 Consult the  
 Walter Co.

38 S. Dearborn  
 St., Chicago



## KILL RATS

### New Way

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens or pets. Quickly clears dwellings and outbuildings, with no offensive after-effects. It is called Danysz Virus.

**Free Book**      Get our free book on rats  
 and mice, telling about VIRUS and how to get some.

H. M. Virus, Ltd., 121 West 15th St., New York

## FURNITURE LOADING PADS

7 oz. Duck with soft, polishing surface, thickly felted, strongly quilted. Finest and longest wearing on the market.

Full lines of all kinds of covers and pads.

Write at once for prices and samples.

**NEW HAVEN QUILT & PAD CO.**  
 161 DAY ST.      NEW HAVEN, CONN.  
 America's Largest Pad Makers



## Electric Trucks & Tractors

SEND FOR CATALOG D.

**THE ELWELL-PARKER ELECTRIC COMPANY**  
 Cleveland, Ohio

# The Exchange

A Department of Trade  
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

**WE WANT TO SPEND \$25,000 CASH** for unclaimed merchandise left in storage. We will buy for spot cash: Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

**GOLDEN OPPORTUNITY** of the West—Partner wanted, or will sell for \$20,000 best advertised express business on the Pacific Coast. Warehouse 50 x 140. Full. Good income. Three trucks. Open for investigation. Address Box 168, DISTRIBUTION & WAREHOUSING.

**FOR SALE**—In Illinois town of 30,000, building suitable for Storage business or Furniture; 15,000 square feet floor space; fine location. Same is in estate and will sell cheap. Address N. M. D., 138 Maple Avenue, Galesburg, Illinois.

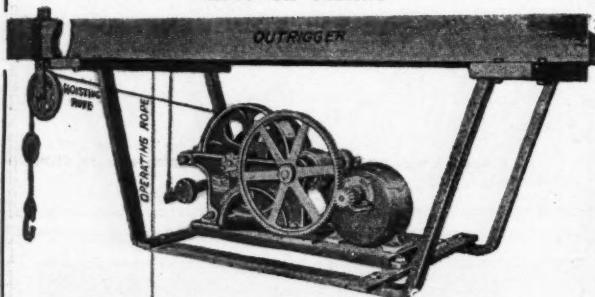
## Mason's Patent Whip Hoists

1860—MORE THAN HALF A CENTURY—1921

Specializing on Whip Hoists and their installation. Is this experience of value to you? It is, if you will avail yourself of it—think it over.

For Mills, Docks, Cotton and Woolen Warehouses, etc.

ROOF OR CEILING



MASON'S MOTOR DRIVEN No. 5 WHIP HOIST  
Capacity, 500 lbs.; with carrier block, 800 lbs. Speed 75 to  
200 ft. per minute.

**SPECIAL**  
BABY WHIP, as shown, PRICE, complete,  
without outrigger,  
**\$800.00**

A handy, all round machine.  
It will quickly save its cost.

**VOLNEY W. MASON & CO., Inc.**  
PROVIDENCE, R. I., U. S. A.

J. L. GLEASON & CO., Agents for Boston, Mass., 241 Franklin St.  
We have several of these machines on hand, which are priced  
special. Orders will only be accepted at this price while the  
lot lasts.

## "How Profits Are Stolen"

Sent on Request

## COMPLETE ACCOUNTING SERVICE

Consisting of

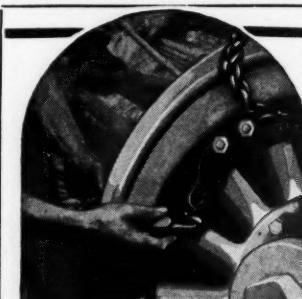
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2. MONTHLY AUDIT
3. MONTHLY REPORT
4. TAX RETURNS

**H. I. JACOBSON**

Certified Public Accountant

Barclay 9154

15 Park Row, NEW YORK



Giant Grip Traction Equipment is more valuable to fleet operators because of its multiplied time and labor savings.

Removable chains are attached to permanent clamps on the wheels and traction assured. No tools or jacking up.

**Giant Grip Mfg. Co.**  
Formerly named Challoner Co.  
Oshkosh, Wis.  
Established 1863.

**Giant Grip** Traction Equipment  
for  
MOTOR TRUCKS

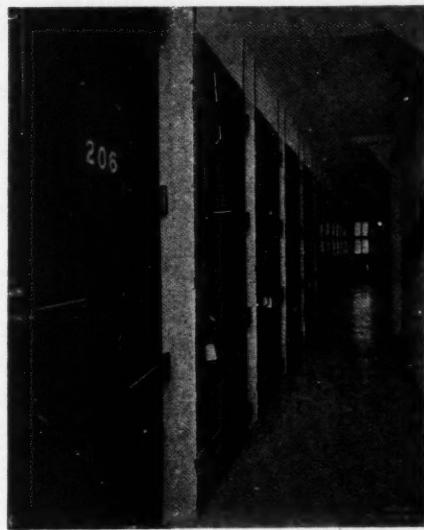
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# VARIETY LABELED STEEL FIRE DOORS



This Corridor  
In Your Warehouse  
Would Give Confidence  
To Every Prospect

Mrs. Housewife, going to Florida for the winter, is beginning to shop around these days for the best place to store her furniture.

No longer is she putting it in any available space.

Variety Steel Fire Doors will give you a decided advantage when selling your space to her.

The confidence she feels when she sees that armor of steel between her beloved keepsakes and danger will give you her business when one-half your rates will not bring her to a competitor unequipped with Variety Doors.

We make many styles for merchandise as well as furniture houses. There is a style to meet your conditions.

Send now for a thorough description.

**Variety Fire Door Company**  
2958 Carroll Ave.  
Chicago, Ill.

# SAFETY

We early encountered frequent claims for accidents that are preventable. One type of accident cost two or three lives a year amongst our policy holders. It also cost numbers of hands and arms.

That condition received special attention from our Safety Engineer. He saw to it that the machines were guarded and the operators instructed.

The result that was attained was remarkable. Two or three serious accidents a year, rarely loss of life or limb, is the present experience on that machine.

Everybody benefited. And loss-cost was reduced. So we preach and practice safety by inspection, bulletin and correspondence. We know absolutely that it saves lives, limbs and dollars.

Yours truly,

Woody

## **Employers' Indemnity Corporation**

**E. G. Trimble, Pres.**      **H. Woodhead, Vice-Pres.**

## Kansas City

## SHIPPIERS INDEX

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TAYLOR—Patented March 20th, 1917

They can be easily put on or removed, and are readily adjusted to fit any size table top from 36-inch to 72-inch diameter. The "TAYLOR" Adjustable Table Top Cover is a valuable insurance against damage, and each Van should be equipped with one.

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# PEELLE Freight Elevator DOORS

*Counterbalanced-Truckable*

The Peelle Company  
Brooklyn, New York

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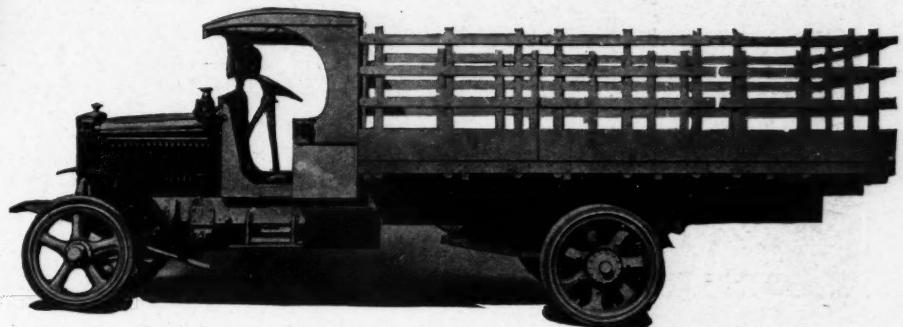
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Peelle Doors.

# Attention!

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The facts will enable the warehousing industry to cut ton-mile cost every hour of the day. Send for the Dayton Steel Truck Wheel booklet—you will save dollars by learning the facts. Write us today.

**The Dayton Steel Foundry Company**  
Main Office and Works: Dayton, Ohio

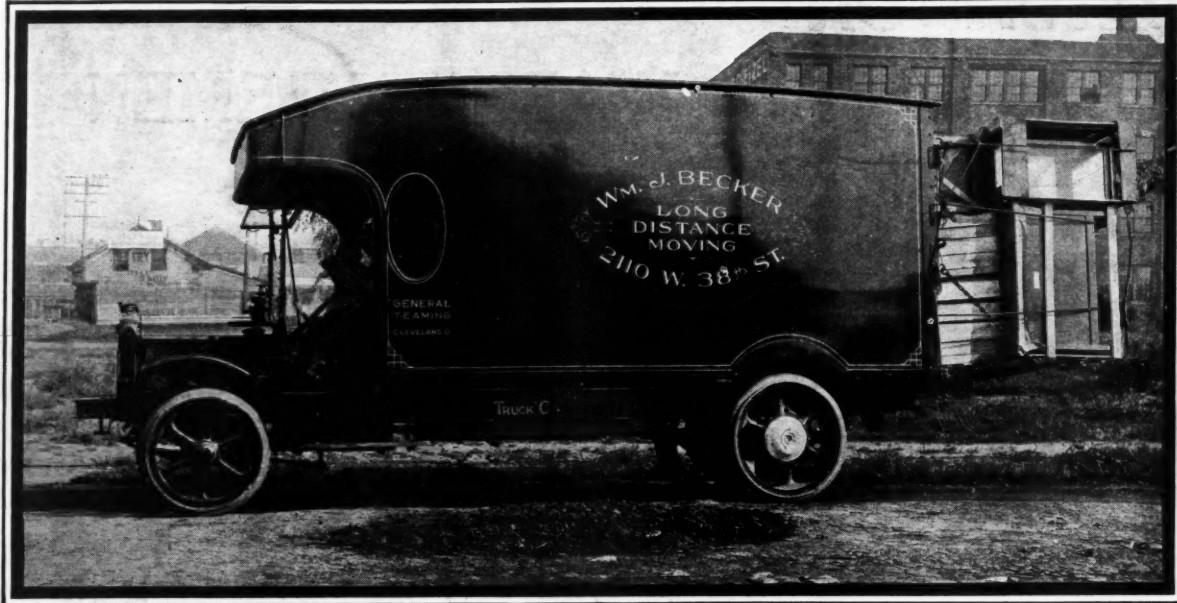
# Dayton

Steel Truck Wheels

PATENTED



Type of Dayton Steel Wheel—hollow spokes and rim—uneven number of spokes with broadly flaring curves properly supporting rim. Road shocks are distributed and dissipated without fatiguing metal in wheel. In wheels of even number of spokes road shocks pass directly through hub diameter. The flaring curves between the spoke and rim of the Dayton Steel Wheel makes for proper support without dangerous sharp angles.



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THE WHITE COMPANY  
CLEVELAND

# White Trucks